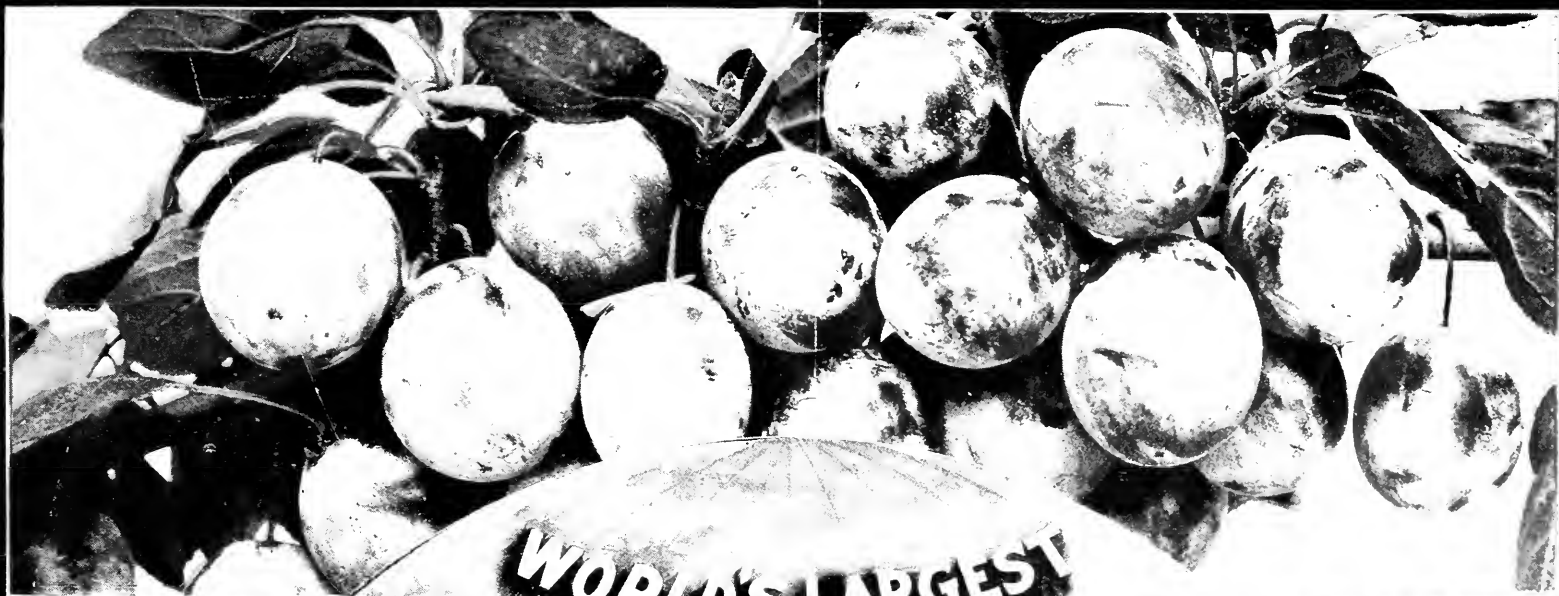


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**WORLD'S LARGEST
GROWERS OF
EVERGREENS**
HIGH GRADE
FRUIT AND
FLOWERS

**EARL FERRIS
NURSERY COMPANY
HAMPTON, IOWA**



FERRIS TREES SINCE 1869

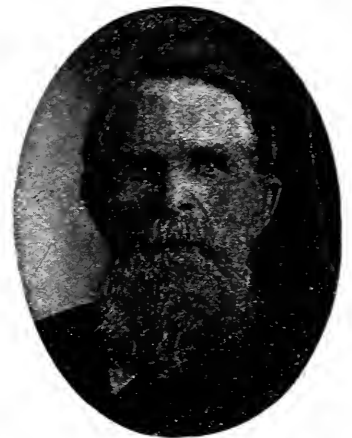
Fifty-two Happy and Hard-working Years Producing Nursery Stock

Let's turn back the calendar a moment to the year 1869, a memorable year with us, as it marks the beginning of the Ferris Nursery. It was small at first, covering less than an acre, but my father, S. W. Ferris, was a born nurseryman, and as the reputation of his trees and plants spread over the countryside more and more customers came to him.

Again and again the nursery grounds were enlarged to take care of growing needs until now, it comprises 240 acres of the finest land in Iowa and is one of the best known nurseries in the country. Hundreds of thousands of customers buy Ferris stock yearly.

Fifty-two years ago my father started in to make every customer a permanent one, and when I took over the business and all its responsibilities, this same goal was firmly rooted in my mind. This has meant years of deep study and labor in producing and shipping nursery stock—some of it hard-earned experience, but as it has all gone towards the betterment of the nursery business and living conditions, I do not feel that they have been wasted years.

It has also been the source of real pleasure to me, not only because of my inborn and natural delight in growing things, but also in the happiness that others are securing from my trees and plants. I wish I had the time to take you through the many kind letters of praise and appreciation that my father received in the early years of the Ferris Nursery, and that have been pouring in by the thousands years after year.



THE FOUNDER
S. W. Ferris.

The Ferris Plan of Yesterday, Today and Tomorrow

So in this 52nd year of the Ferris Nursery existence, I am carrying out my father's principles of square dealing and fair prices, just as I expect my own son, S. W. Ferris, Jr., to continue them when he in time shall inherit the Nursery.

This policy requires that every customer shall receive best quality and lowest price.

Best quality means fair and square in every respect. Hardy northern Iowa-grown fruits, shrubs, and shade trees, and evergreens that have been root-pruned and transplanted—the kind that we guarantee to grow.

Lowest price means that every dollar you send me shall get a full return in value. No jobbers to eat up part of your dollar, no salesmen to take a big slice in commissions, no fancy methods of any kind that don't add a whit to the value of the stock but do add to the price you pay for it.

Now let's get back for a minute to the question of quality. I want to tell you what that means and why I'm in a better position to give it to you than anyone else.

In the first place, I deal direct with you.

There is no one to tell you what to do. I can raise and ship these trees the way they ought to be raised and shipped, the way I've learned to do it through long years of association with my father and through my own practical experience.

So I begin at the nursery. Instead of planting my trees in rows 18 inches apart and trying to make a showing with height, I plant them in rows three and a half feet apart so that they get room to develop a real root system, something that can take hold and grow and make a bushy, compact top that is much more beautiful and effective.

But I don't let it go at that. Two, three, and sometimes four times I take these young trees out of the soil, prune the roots and put them back again. You wonder why I do this? It's to keep the long tap root trimmed off and let the root tendency of the tree go to making large numbers of small fibrous roots.

This mass of fibrous roots is the supporting power to the tree, and you can realize the importance of fostering them.



EARL FERRIS.



Ferris Norway Spruce
Planted in 1872.



300,000 Three Times Root-Pruned White Pine.



FERRIS III
S. W. Ferris, Jr.



White Pine 8 Years after Planting.

Why I Built Up the Only Successful Exclusive Mail Order Nursery in the U. S.

Twenty-five years ago we had a gang of agents on the road selling nursery stock. We paid these agents, as other nurseries now do, fifty per cent on each order sold, and I soon learned that an agent, in order to get this fifty per cent, was sorely tempted to exaggerate to the customer and to lie to us, and that we were having constant difficulty in trying to live up to the extravagant claims made by these salesmen.

The majority of these men that we or any other nursery could get to go out on the road selling nursery stock were irresponsible and ignorant, their sole interest being in the fifty per cent commission. They oftentimes advised wrong varieties of stock for certain localities, as they knew nothing of the habits and growth of the trees or plants. To sum it up, they simply collected their commission and wasted not only the customer's money, but his time and effort in producing a fruit crop or an evergreen grove.

To give better service to our customers, we discharged all of our agents, and started the method of direct selling and shipping. Advice as to proper variety to plant, the planting and the method of cultivation comes direct from a grower who has had years of experience.

If you were going to buy thoroughbred cattle or hogs, would you not go to the stock breeder who had had years of experience rather than to the agent who was selling stock on a commission? This same care should be exercised in the purchasing of nursery stock.

I Have No Agents or Middlemen —You Deal Direct with Ferris

I'm having that statement put in big, bold type because it is important that everyone read it.

Every year there come back to me stories of unscrupulous men who represent themselves as connected with the Ferris Nurseries.

These men are very few, thank goodness, but you know it doesn't take many flies to cause trouble. They are business pirates trading on the reputation of a concern that enjoys a public confidence they can never earn. Such men are a disgrace to the nursery profession, and I'm making it my business to show them up at every opportunity.

An agent of this kind goes to a farmer with a bookful of pretty pictures and attempts to sell to him. Frequently he runs into one of my customers, who tells him that he buys nothing but Ferris stock. A real business man would then withdraw, but this doesn't feaze these weasels. They have an assortment of bare-faced falsehoods as stock in trade and use the one they think has the best chance of fooling the customer. These falsehoods are:

1. I am a Ferris agent.
2. If you must have Ferris stock I can get it for you.
3. Ferris buys all his stock from us.

These stories and any similar stories are absolutely without foundation. The next time any man tells you anything of this kind remember he is insulting you by under-rating your intelligence. Tell him from me that, in the words of the Scripture, "The truth is not in him."

Listen! I have no agents, peddlers, or selling organization of any kind. The only way you can buy Ferris evergreens or nursery stock is by sending your order to me at Hampton. The goods will then be shipped to you direct with an absolute guarantee.

The Ferris Nursery has been in business fifty-two years, and I don't propose to have its reputation wrecked by a lot of loose-mouthed prevaricators. You'll be doing me a big favor if you'll report to me the next person who represents himself as being connected in any way with this Nursery.

FERRIS NURSERY STOCK THE BEST THAT CAN BE BOUGHT.

Spring Valley, Minn., May 10, 1921.
Earl Ferris Nursery Co., Hampton, Iowa.
Gentlemen:—Please send me price list.
I bought some trees and plants of you last year and they were the best I ever bought.
George W. Barr.



Norway Spruce three times root-pruned and transplanted, the kind that Ferris guarantees to grow.



1,000 Evergreens in Each Row.



300,000 Ferris Norway Spruce.

White Pine three times root pruned and transplanted grown in the Ferris Nursery.

EARL FERRIS NURSERIES & Hampton, Iowa

EVERGREEN SPECIALISTS



This is a Ferris Customer's Strawberry Patch. Don't You Wish You Had One Like It?

Why the Ferris Line Includes General Nursery Stock

What is it that gives the master stroke of comfort and beauty to a home—an evergreen windbreak, a fruit orchard and small fruit garden, a clump here and there of attractive shrubs and ornamental evergreens to bring out the setting of your home and buildings, and shade trees to give their shady comfort and beauty during the warm summer months.

Since the beginning of the Ferris Nursery I have been able to supply my customers with strong, hardy, northern-grown fruit stock and ornamental trees and plants—stock that has been bred up from the best strains and given the same scientific treatment as my evergreens.

Fruit Trees Grown in Northern Iowa---Always Hardy

My fruit trees are all two and three year old—strong, straight trees, grown in our northern climate, which insures their hardiness. Strawberry plants and other small fruits have been among my favorites since my first acre patch, and receive careful attention to make them the best fruiters for my customers.

With much approval I have noted the greatly increasing demand for shrubs and ornamental stock the past few years. This means that the planter of nursery stock is a permanent citizen, not a transient, but eager to make his home more beautiful and satisfy-

ing to his family and community, and from our sales in this line it is very evident that he has found the same Ferris Quality that he finds in our evergreens. No matter whether it is evergreens, fruit trees, strawberries, shrubs, or other stock that my customer desires, it must be superior quality, as it is for his future use and profit.

Like the evergreens, this department of my Nursery has expanded enormously each year. We specialize in all the varieties of trees and plants that we list in this catalogue—grow them true to name and in a manner to insure the most healthy root system and strong, sturdy top.

You can buy this Ferris nursery stock with the same confidence that your father and grandfather have bought it. And that's saying all that can be said. It is the strongest way I know of saying that Ferris stock is absolutely without a superior anywhere in the world.

I Save You 50 Per Cent

In spite of the strong guarantee printed on the opposite page, my prices are not high. On the contrary, they are lower than you can get anywhere else. I save you 50 per cent on nursery stock and can prove it if you will compare grade for grade with the offerings of nurseries selling by the agent-wholesaler-jobber method.

It would be strange if I didn't have a cheaper price, when I have lopped off all the figureheads that pile up expense without doing

you a bit of good. A lot of agents claim they can meet my price. They simply can't do it because their method of doing business has too many needless expenses.

You can save fully 50 per cent when you buy from Ferris, and get a watertight guarantee besides.



Well-known Landscape Men Are Using Evergreens More Each Season. We Don't Wonder, with Effects Such as This, Do You?

The Plain Truth About Ferris Low Prices

Why I Can Give You Better Stock and Still Save You Money

You've got to consider three things when you come to buy trees. These three things are: Quality, price, business record of the firm.

Sometimes you'll find reliable firms that sell nursery stock of unquestioned quality but because they sell through wholesalers or agents, or do not sell in large quantities, they cannot quote the right price.

Again there are others who seem to think that price is the only argument. They send out smooth-tongued agents to sell from pretty pictures. When you get the stock it isn't true to name and isn't anything like what you thought you were buying. They are the fellows who make so many farmers down on all nurseries.

However, these shysters are happily few in number. Most nurserymen are honest and the fact that I am able to give you better value is due to my different method of handling the business.

I sell direct and in tremendous quantities. The big Ferris 240-acre Nursery turns out so much nursery stock every year that the selling expense of my direct method amounts to very little per customer. I've cut out all the dead wood. No wholesalers, jobbers or agents nicking a piece off of every dollar you send in.



7 The old-fashioned way of buying nursery stock—through "Tree Peddlers" from picture books—at fancy prices.

The Ferris Guarantee

I guarantee that Ferris stock will reach the purchaser alive and in growing condition, and will replace free of charge any that does not upon receiving your express or freight receipt with written statement from the agent, showing loss or damage. This does not apply to Parcels Post packages.

Any tree or plant that dies the first growing season, I will replace at a cost of one-half the regular catalog price, customer to make a written report and have his order for replace in our hands before October 10, following date of purchase.

I guarantee to every Ferris customer, stock that is true to name, and absolutely as represented. Any Ferris stock proven not to be will be replaced free of charge or the purchase price refunded. I cannot be held liable for any damages other than herein named.

EARL FERRIS.

You Don't Pay Other Peoples' Bills

Then again I have one policy for all—strictly cash. You know when a nursery sells on credit there are always some who won't or can't pay and the honest buyer has to make up for the losses on these fellows. So the price has to be boosted high enough to make the payers shoulder the burden of those who don't pay. I don't think that's fair, do you?

I ask everybody to pay cash. Don't make any difference whether you're a renter or a millionaire. There are no favored customers. All get the same square deal and no part of the money you spend with Ferris is used for collecting bad debts.

Everything is shipped direct and I am personally responsible for the quality of the stock shipped you, whether it's evergreens, fruit trees, ornamental shrubs or anything else. If everything isn't exactly as represented you get your money back without the sign of an argument. That's the Ferris way of doing business. It's part of the policy that has kept us growing for fifty-one years.

I want you to remember that when you're reading through this book that this catalogue is my personal representative and you can take every word of it just the same as though I were in your house talking to you personally.



Save Half of Your Dollar by Buying Your Nursery Stock Direct of Ferris.

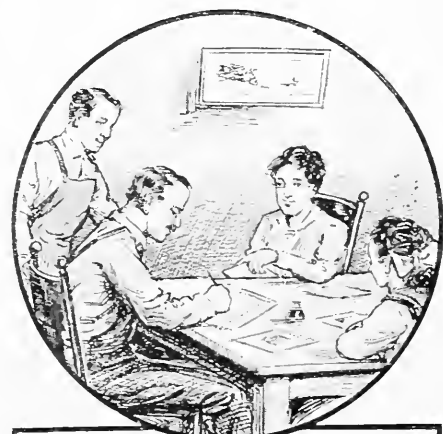
Your Success with Nursery Stock Depends on How and Where You Buy It

You know when you take a tree out of the soil it's like a fish out of water—will live for a while but if kept out of its element too long you'll find it dead as a doornail.

That's why so much of the nursery stock sold in the old-fashioned roundabout style fails to grow. The nursery-wholesaler-agent route is too long. Too many cooks spoil the pudding. Lots of times the trees were all right when they were taken out of the nursery row but they were too long in reaching the customer.

Often the trees or plants are taken out of the nursery row and held until enough orders are received to make a carload to the same locality. Then when the car arrives at its destination the nursery stock is piled on the depot platform awaiting the purchaser's arrival. Exposed to the sun and wind for days and sometimes weeks, it is no wonder that by the time the customer gets his nursery stock a lot of it is dead. The real wonder is that any of it is living.

Now, I do things differently. Each order is a separate order, and receives individual attention. Within two hours from the time the trees or plants are dug from the nursery rows, your shipment is packed and on the way to you, and you are notified when to expect it. There is no waiting for your neighbors' orders, and holding them all for one shipment. Your order is simply your own, and has no connection with orders from your neighbors and friends.



The Ferris way of ordering good trees direct from a reliable grower, backed by a Guarantee.

Blue-Prints That Show Ideal Plantings for Farm Improvement

Sent Free Upon Request

The Farm Beautiful Movement is growing in popularity to such an extent that hardly a day goes by that we don't receive from one to a dozen requests for suggestions and advice—as to

How, When, Where and What to Plant

in the way of Trees, Plants, Shrubs, Windbreak, etc., to Beautify and Improve Farms.

Answering this call, we have prepared in our Landscaping Department four sets of Blue Prints—which show farm owners how they can, at expense of only a few dollars, improve and beautify these farms and thereby increase value of same from \$1,000 to \$3,000.

These plans are elastic in character, that means any additions can be made, or any groups can be omitted to suit your individual taste, or locations of any groups can be changed to suit your conditions according to locations of buildings and lay of ground, without in any way affecting the planting ideas in general.

On the back of each plan, you will find a complete list of the varieties used—also the quantities of each variety for complete planting as shown—also a schedule showing what may be substituted for some of the original varieties when changes might be desired to suit individual tastes.

If you expect to do your planting over a period of months, or carry some of it over to next season, we would recommend starting with Windbreak, as the Windbreak in all planting arrangements is and should be considered the most important. It's the basis or foundation upon or around which the other planting is built, and in order to do this Farm Beautifying and improving to get the full effect in shortest possible time, the larger size Evergreens should be set out.

By larger size we mean that all Pine and Spruce should be 2 to 3-foot or 3 to 4-foot size; Arbor-vitae, which is a low, compact growing tree, should be about 2 feet high.

This suggestion can be complied with far better right now than ever before, because I have a mighty fine lot of trees this size, in fact the best I have ever had since I started in the Nursery business. Trees that I have grown myself, trees that are 4 times root pruned and transplanted, and are now just right for Windbreaks, where quick growth and moderate Windbreak service is required, and at my prices, these trees are a bargain, the like of which has never before been offered.

Our Landscape Service Will Please You. Our Four Blue Prints For Farm Homes, and Home Grounds Book of Landscape Helps For the Town Dweller are Free. Read What Prof. Franklin Lutz, Head of the Department of Agriculture of the Rankin, Illinois, High School Thinks of Them.

Dear Sir:—I want to thank you heartily for your blue prints and circulars on landscape work. It is the best I have ever come across. I am going to try and get the school board here to landscape the school grounds here next fall. At the present they are "broke."

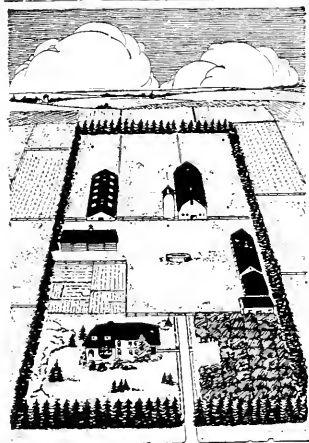
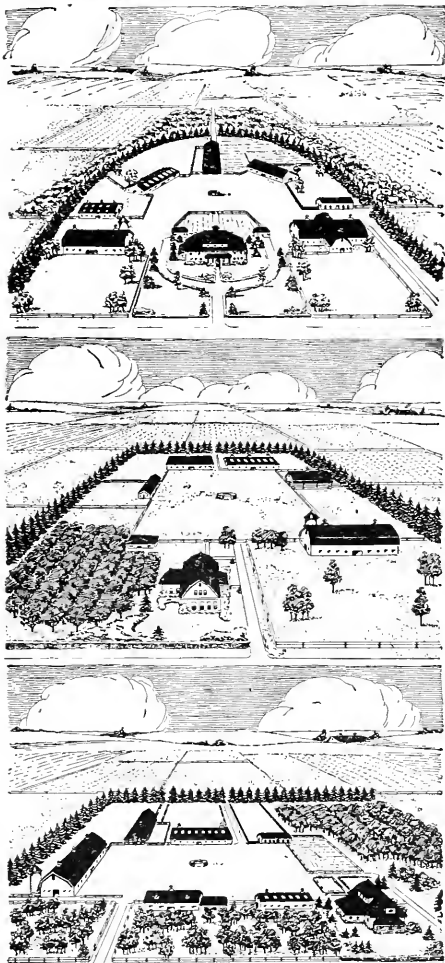
I am framing your blue prints for class work on Horticulture and using your Home Grounds book in class.

There are great possibilities in our town for your line of work.

Personally, I should like to see your books and blue prints in the hands of my twelve agriculture students, and I believe you and I would both be benefited.

Thanking you again,
I am Yours very truly,

FRANKLIN LUTZ.





The Many Uses For Evergreens Around City and Town Homes

There was a time when a few flowers and a few shrubs that bloomed or remained green a few short weeks during the summer were sufficient to answer all needs for home improvement. That was before people gave it much thought and before they came to realize how much a few dollars, invested in an assortment to which careful thought and consideration had been given, really made their home grounds worth hundreds of dollars more, and how the addition of Ornamental Evergreens, like the Golden Arbor-vitae and the Colorado Blue Spruce, transformed the bleak winter appearance of the home grounds into the golden brown, silvery green profusion of color created by the two above-named varieties.

Their popularity has grown by leaps and bounds and today no planting for home improvement is considered complete without the use of a few of these hardy varieties of Evergreens, which, in keeping with their name, retain their wonderful color winter and summer.

Don't overlook some of them on your next order, and when you see their pleasing effect on your home grounds you will wonder why you never ordered them before.

The Swedish Junipers in the above cut, planted in tubs in front of the entrance give a touch of formality to the home that would be impossible to obtain in any other way. Besides being imposing, they are very beautiful upon close inspection, with their finely chiseled foliage of soft green color. For tub planting they are supreme, and give a year-around breath of spring and summer to the home grounds.

There usually is a bare or unsightly corner around any home that can be transformed into perhaps the most attractive spot to the observer. Hemlocks, the prince of graceful habits in evergreen growing, seem made for just such purposes. They are broad, with magnificent fern-like foliage that arises in dense growth from the very ground up to a dainty pinnacle of fluffy light green. The picture at the right can describe a little of their transforming qualities, as they hide a very unattractive object.

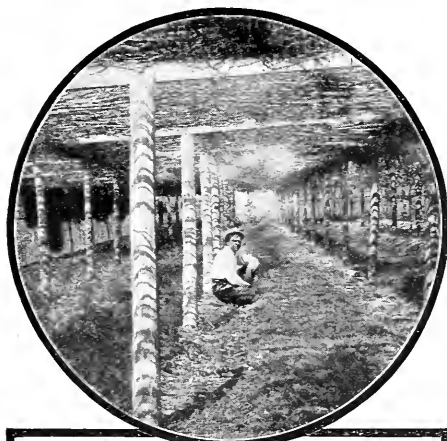
We seldom, or never think of increasing the valuation of our private garages. Yet, in the illustration given at the lower right-hand corner is an instance of an American Arbor-vitae planting that increased the appearance of the garage more than \$2,000.00. The cost of the garage at the outset was \$500.00, and the far-sighted owner planted \$50.00 worth of Arbor-vitae and Evergreens on both sides of the driveway, with the result given in the photograph. Besides the actual money-valuation, consider what it is worth for you and your family to live amid such beautiful surroundings. Hardy in growth, easy to keep sheared, with magnificent dark green foliage, the Arbor-vitae is superior to any other evergreen for hedges.

There was a brick yard in a certain locality built on a small hill, and with its ugly bare walls loomed up for miles around. It was looked upon rather as a menace to the surrounding community, as one of the main traveled roads

made a beautiful swerve around this hill. Someone, after a little thought and study planted evergreens on this hill, large growing varieties back away from the road with the dwarf sorts intermingled along the foot of the hill. This hill is now one of the most attractive spots along this highway, and is looked forward to by tourists or always remembered by those who have had the opportunity of driving by. The cut below is the hill from one direction.



Live Trees, Well Planted Make Satisfied Customers Let Me Help You Succeed



With Me in One of My Seed Beds, Containing Three Million Seedling Evergreens.

When you set out evergreens, fruit trees, shrubs or shade trees, put them well into the ground. Set them at least four to six inches deeper than they were in the nursery. Make a heavy mudpuddle, dip the roots of each tree in this so that several pounds of mud will cling to the roots, plant in your trench or hole, pack the dirt very firmly around each tree, but leave about an inch of loose dirt at the top. We put special emphasis on packing the dirt firmly around the roots, as a tree properly planted cannot be pulled up without spoiling it.

Cultivate your young trees just as soon as you get them set out, and keep on cultivating during their growing season. Evergreens do most of their growing during May, June and July, and that's when they need cultivation. We advise planters who cannot cultivate their evergreens well and often to mulch them heavy with well-rotted straw or sawdust immediately after planting. This holds the moisture around the roots of the tree and keeps the weeds down.

In localities of extreme cold, such as Northern Minnesota and the Dakotas, it is advisable to mulch the trees in the row early in the Fall after they have been kept well cultivated throughout the Summer. Leave mulch between the trees through the following season and thoroughly cultivate between the rows.

Regardless of locality, see to it that your young grove is securely fenced just as soon as planted. There is nothing more injurious to young evergreens than livestock in the same yard to trample them down.

My Correct Instructions for Handling Evergreens

A few simple rules should always be observed in the handling of your evergreens from the time they are received at your station until you plant them.

Do not unpack the trees until you are ready to set them out. The roots of an evergreen must not be exposed to the sun or wind for an instant. However, plant immediately if possible. This is extremely important. It is important in regard to any trees but much more so with evergreens than with fruit trees.

It is sometimes possible to revive a fruit tree even when the roots are quite dry, by soaking the roots with water and keeping the tree in a cool, damp place for a few days before planting. This cannot be done with an evergreen. Once the pitch dries and hardens no amount of effort and soaking will revive the tree. It is hopelessly dead.

The fact that evergreens do require so much more careful handling constitutes another reason why the customer should buy his trees of skilled evergreen growers—specialists who know by long experience not only how to grow the best of evergreens but how to prepare them for shipment to insure their arriving in good growing condition.

Ferris evergreens, fruit trees, shrubs, etc., are guaranteed to reach you alive and in condition to grow. Remember that.

I Advise the Following Distances

The distance apart that evergreens should be planted depends very much on the number of rows used. We advise 5 feet apart in a single row, 8 feet apart each way in two rows, 12 feet apart each way in three rows; but the ideal windbreak is a four or five row windbreak planted 14 feet apart in the row and the rows 20 feet apart. The space between the rows can be used for potatoes, corn or any vegetable.

THE UNIVERSITY OF NEBRASKA

College of Agriculture—Experiment Sub-station.

Earl Ferris Nursery, Hampton, Iowa. Valentine, Nebraska.
My Dear Sir:—The Jack Pine and Bull Pine came in this morning, and I desire to congratulate you on the fine quality of the stock as well as on the exceedingly careful way in which it was handled for transportation. It exceeds my expectations, and makes me feel that, hard as our conditions are here, there is more than a chance of making those trees grow, and that if they do not it will not be the fault of the nurseryman who raised and shipped them.

Very sincerely yours,
JAMES COWAN, Superintendent.

Good Windbreak Grown in Six Years.

Earl Ferris Nursery Co., Mapleton, Iowa.
Hampton, Iowa. April 8, 1921.

Gentlemen:—Enclosed find check for 50 Norway Spruce to be shipped at once. In 1915 I purchased of you 100 Norway Spruce which are the admiration of the community. They are from 10 to 12 feet high. Every year agents would tell me they had just as good as Ferris, but I was fooled all these years and would not accept their replacement last year.

Yours truly,
J. E. BRENNER.



The best trees that grow in the ground are none too good for Ferris customers.

Earl Ferris,
Hampton, Iowa.

Dear Sir:—In a little pamphlet which you sent me you speak of the Blue Prints for farm plantings. Would you kindly send them to me? I have 75 Norway Spruce evergreen that I got from your nursery. I am very well pleased with them. It is certainly a fine way to improve the looks of the home.

HARRIS L. SELLERS.

Chariton, Iowa.

April 4, 1921.



Norway Spruce on Farms Belonging to Mr. Eugene Mallory of This City.

Three scenes along beautiful and protective Evergreen Windbreaks on farms belonging to Mr. Eugene Mallory of this city, growing within a couple miles of my Nursery. Mr. Mallory is one of our best and most reliable cattle feeders, and for a number of years has been buying up farms and improving them. The first improvement he places on a farm is a Ferris evergreen windbreak and he says that they add more dollars at smaller cost than any other improvement he can place upon a farm. Within one year he sold real estate for \$82,000 more than he paid for it. Mr. Mallory has one farm that he has refused to place a price on, one on which the above windbreak is growing. In a conversation with him he made a statement that he believed he had as good or the best evergreen windbreak in the State; that money could not buy it and that, on account of this beautiful windbreak, he never expected to part with this one farm.

Norway Spruce

Of all the large list of varieties of this class of conifers, the Norway Spruce is perhaps the most popular, best known, and most widely planted. It makes a large, fine looking tree, is the most rapid grower of the spruces, thrives in a great variety of soils, hardy everywhere, stands close planting and severe pruning, and for this reason is used more than any other tree for windbreaks and shelter belts. Hedges 25 years old can be trimmed down to a height of six feet, whereas the natural growth would be about 50 to 60 feet. It is naturally of a pyramidal symmetrical growth, branching to the ground. As single specimens or grouped on the lawn they are unapproachable, but especially valuable for windbreaks. Foliage dark green (see cut on front cover); needles short and stiff.

This evergreen each year receives more attention by planters. Its strong, vigorous nature, coupled with singular beauty in form and foliage, gives a very plain clue to its popularity. For landscape purposes, it is probably the most generally used of all the spruces and many things may be said for it in this connection. But it is as a means of effectual protection against high winds that the spruce has become most generally known, due to the compact form of its growth. The boughs arrange themselves on the central trunk and do not die out at the bottom as the tree grows. Planted at the proper distance, a few years finds the branches interlacing so thoroughly that the hedge becomes as impenetrable a barrier to the wind as any stone wall could be.

We cannot recommend the Norway Spruce too highly for Iowa, Minnesota, Illinois, and all Eastern States. We have the largest stock of Norway Spruce in the United States and can make special prices on carload shipments.



Sam Blain Norway Spruce Windbreak.

The above Norway Spruce were four feet high when we sold them for \$65.00. In twelve years they added over \$5,000.00 to the value of this farm. Could you spend \$65.00 to better advantage?

The Majestic White Pine

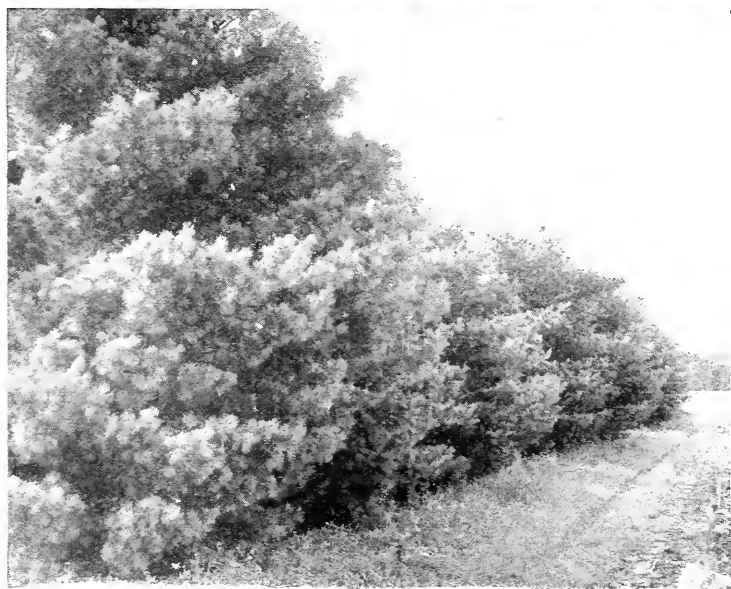
This magnificent tree is very often called the "King of the Pines," not only for its grandeur in height, color and symmetry, but for its absolute hardiness and general adaptability that aid in making it one of America's foremost trees.

On account of its rapid growth and ease in planting, the White Pine has become the most popular tree for shelter belts and windbreaks. It grows thick and compact, is thoroughly hardy, stands extreme heat or cold, and will always be one of the best and most popular evergreens for windbreak or ornamental planting. The foliage is a light even green, blending harmoniously with the landscape, while the needles are long and soft. Plant the White Pine in windbreak formation and Mother Nature will build you the mightiest barricade against winter's chilling blast that is possible. Plant a group around your dwelling and it will afford you coolness and beauty in summer.

The White Pine is a native of Minnesota, Iowa and Wisconsin, and is by far the best all around evergreen of the pine family for planting in these states and all Eastern States. It is not well adapted to the western characteristics and soil, and on account of the Federal Quarantine, we cannot ship White Pine into North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Texas and states west of this line. On orders from this district for White Pine, we reserve the right to substitute the Scotch Pine.



White Pine.



We got \$40.00 for this White Pine Windbreak when we sold it. The owner said he got over \$2,000 for it when he sold the farm.

Mr. Earl Ferris,
Hampton, Iowa.

Des Moines, Iowa,
April 26, 1921

Dear Sir:—It would be ungrateful in me not to express my appreciation of the splendid Arbor-Vitae you sent me. They have the most magnificent root system I have ever seen and the tops are so heavy that I can cut out one-fourth without disfiguring the trees. The 200 ft. hedge I planted on my grounds was a pretty sight as soon as planted. I thank you for the extras; I ordered 100 trees and got 115. Your evergreens are in a class by themselves. No other nursery, to my knowledge, can produce such heavy tops and fine root systems.

P. H. KONZEN.

As a commercial tree, the White Pine is supreme. A large number of the valuable timber tracts are White Pine, and they are used extensively by the government and private owners in reforestry work.

You are invited to come to Hampton and see the largest and best stock of White Pine in the United States. We obtained our seed in Northern Minnesota from one of the finest White Pine forests in the world. For this reason, we can guarantee our White Pine to be of our own growing, absolutely free from disease—a beautiful lot of specimen trees.

Scotch Pine

The Scotch Pine is a rapid grower, thrives well on poor soil, is especially adapted for Nebraska, North and South Dakota—in fact, will do well in any of our Western States. It is easily handled, grows a little faster than the White Pine, but will not live as long. It is one of the best all-round evergreens to withstand extreme exposure and rough usage generally. Our experience has been that it will stand more trampling by live stock, when planted in and around feed lots and farm yards, than any of the more ornamental evergreens.

Vigorous in growth, with slender, dark green needles, it makes a quick and attractive windbreak. As a nursery tree, it is very attractive, and under our system of transplanting and root-pruning, develops a splendid root system. We have sold hundreds of windbreaks throughout our territory of this grand hardy tree that were planted directly in the tough June grass sod and given no more care whatever, and in spite of these unfavorable conditions the trees are today making an extraordinarily good showing where most any other evergreen would not even have made a start. If anyone is compelled to start an evergreen grove in an unfavorable soil or locality, he will do well to choose the Scotch Pine.

Western White Spruce

The White Spruce is a native of North America, and is by far the best spruce there is for planting west of the Missouri River. The time will come at no distant date when the prairies of Nebraska, Montana, and the Dakotas will be well protected with White Spruce windbreaks. At the present time there are many of these windbreaks in these states that are succeeding far beyond expectation. The Western White Spruce resembles the Norway Spruce very closely in appearance and form, having the short stiff needles, but foliage has a more silvery tinge than that of the Norway. It is a rapid grower, compact and upright, and of great longevity. Trees over fifty years old remain well branched at bottom, retain their pyramidal form, and annually make a good upright growth. We do not consider it as good a tree for Iowa, but much better for Nebraska and the Dakotas than the Norway Spruce. Also makes a beautiful specimen tree for landscape work.

Black Hill Spruce

The Black Hill Spruce is a form of the White Spruce, a native of the Black Hill country of South Dakota. It resembles its parent, the White Spruce, very much, but is a much slower grower and a little more compact. Under favorable conditions it rivals the Blue Spruce in color.

Its absolute hardiness, the ease with which it transplants, its symmetrical dense growth and dark green color place it in a class by itself.

The Horticulture Department at Ames, and in fact the eminent horticulturists of Nebraska and Dakota recommend the Black Hill Spruce above all other evergreens for Missouri Valley planting. There is a strip of land on both sides of the Missouri River where the Black Hill Spruce seems to do better than any other evergreen, and there in their native soil they grow more rapidly than they do in other sections.



White Spruce.

Landscape architects use a great many White Spruce like the above in their plantings. Their very compact growth, silvery tinges, and formal, regular outline tend to make this evergreen among the foremost in landscape work. Three or more in a group on your lawn, or perhaps a single specimen to cover a bare, unattractive spot will make your place look like a "million dollars."



Black Hill Spruce.

Arbor-Vitae - White Cedar

Without doubt the best tree for hedge purposes that grows, both on account of its beautiful foliage and the fact that it bears shearing better than any other variety. Compact in appearance, dark green in color, with graceful, fern-like branches. It does well in any locality; one of the hardiest. The Arbor-vitae is a flat-leaved evergreen, so commonly used for hedges. It can be sheared down to two feet, and a hedge properly cared for will last for fifty years. For hedges plant 18 inches apart.

It is also very desirable for the inside row to an evergreen windbreak, as it never loses its lower branches. For specimen planting, either sheared or untrimmed, it is very attractive.

It is impossible to recommend a better evergreen to plant in low wet ground where it seems impossible to grow other varieties than the Arbor-vitae. In the low, swampy regions of Wisconsin it is found growing in its wild state. Utilize your un-used, wet patches of land with Arbor-vitae and you will reap rich profits from their cedar posts, which by the way are liable to remain high in price for many years to come.

FERRIS EVERGREENS IN THE WEST.

Mr. Earl Ferris, Hampton, Iowa.

Fairview, Utah, March 29, 1921.

Dear Sir:—Just a few lines to tell you I received my Spruce evergreens last Saturday. I have never been so well pleased before with other trees I have sent for elsewhere as I am with these. When I send another order for Spruce or other trees, you shall certainly get my order. You undoubtedly will also receive several other orders from this vicinity, new customers whom I have recommended you to, having shown them my trees, a recommendation in themselves.

Furthermore, I did not expect to get such good value for so little money. Also wish to thank you heartily for the prompt and courteous attention you gave my order.

Yours truly,

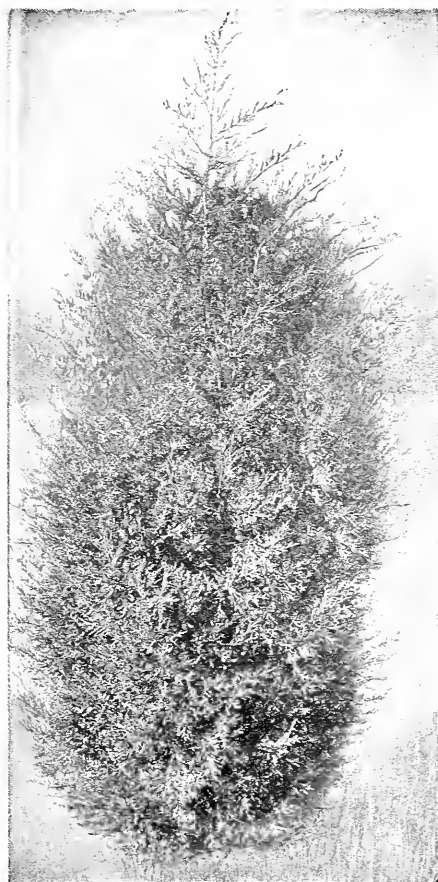
MRS. CHAS. L. JOHNSON.



Arbor-Vitae (White Cedar).

See how close they grow to the ground. The inside row of every windbreak should be American Arbor-Vitae. Most people think that the Arbor-Vitae is fit only for hedges and do not realize that all the White Cedar telephone poles are obtained from this wonderful tree.

There are still many places on the Western prairies where a shelter grove and timber lot are needed to make a complete farm home. With land still plentiful it is doubtful if two or more acres can be put to better use than providing a shelter for the home and all the stock and farm buildings.



Red Cedar (American Juniper).

Red Cedar - Juniperus Virginiana

This beautiful variety of the Juniper is very hardy, thrives well on any soil, and will grow on a rocky hillside where it would be impossible to grow any other tree. Tapering and symmetrical in form; bronze foliage in fall and early winter—very ornamental. My Red Cedar is the hardy northern variety, the seed having been collected from the Platte River district of Nebraska, and will not winter-kill as the southern varieties do. On account of the demand for this beautiful dark, green Juniper, orders should be placed early, as my supply is limited.

The Red Cedar is especially recommended to the Kansas planter. In this section of prevailing hot winds and dry atmosphere the Red Cedar thrives the best of all evergreens. Through the Experimental Station of the Kansas Agricultural College we have shipped a great many Red Cedars into Kansas and from all reports they have been very successful.

With the possible exception of the Arbor-vitae, there is no evergreen that will stand shearing as well as the Red Cedar. For formal effects it can be trimmed in almost any desired shape, or in its natural form if added to a group of other evergreens will add a touch of graceful beauty.

BEAUTIFYING CEMETERIES is a nation-wide effort. Evergreens are more often used in these plantings than any other trees, on account of their landscape beauty the year around. There is a good deal of grief in plantings of this kind, as the trees are set in the sod where they can be given little or no cultivation. Last spring we put out a great many large plantings of this kind, and the following letter will give you a fair average of results obtained:

Earl Ferris Nursery Co., Hull, Iowa.
Hampton, Iowa. Oct. 6, 1921.
Dear Sir: I bought from you, Feb. 15, 1921, 140 Pyramidal Arbor Vitae for our Cemetery, which arrived in good shape. Our loss is three trees. June was very dry and hot and first part of July also. We cultivated them good, and all feel proud of them.

Yours truly,
FRED H. KRUSE.

Jack Pine

The Jack Pine or Yellow Pine, is the most rapid grower of all the evergreens. In fact, it will make a windbreak as quick as a willow. It does well on any and all soils from the rich, black Iowa and Nebraska loam to the scant and barren soil of the Nebraska plain. Foliage is a light, rather yellowish green, needles moderately long and stiff. When planted alone it is not a beautiful tree, but it does make a good, quick, rough windbreak, and is very easy to transplant. Our trees are extremely well rooted, having been grown with plenty of room and transplanted many times. Have you a place that you desire to sell, and want a quick windbreak at a small cost? If so, plant Jack Pine. It will not make as permanent a windbreak as the White Pine or the spruces, but it is the fastest grower of them all and will bring quick returns on your investment.

ORNAMENTAL EVERGREENS MAKE PLEASING BIRTHDAY GIFT.

Ferris Nursery Co., Media, Penna.
Hampton, Iowa. Dec. 8, 1921.

Gentlemen: For some time I have been wishing to thank you for the wonderfully prompt receipt of my order. It actually arrived at the station on the eve of Mr. Crowell's birthday, and my trusty neighbor and I got them right after Mr. Crowell left for his day's business in the city.

I never saw a finer bundle of evergreens and we had a busy day. Got them all in, and disappeared in our "respective houses" just before he drove up, and we watched his surprise as he steered around the drive and house, to draw up at the back door—the house surrounded with them in groups, and arranged where needed. It looked so funny as he made his progress throughout the exhibition.

The day has been a beautifully mild one and the next one or two, warm rain, with favorable weather ever since, and now the snow is lovely upon them. I spent some time getting snaps around the lawn.

Thanking you again, I remain

Yours very truly,
MRS. BENJ. EAKINS CROWELL.

Ponderosa Pine

One of the very best well known evergreens. Its strong massive branches give it an air of sturdiness, making it a favorite for ornamental planting. The foliage is remarkably beautiful, being richer and darker green than any of the other Pines. On account of its absolute hardiness, it is extremely valuable for windbreaks in the northern and western states. The needles of the Ponderosa Pine are very long, and of a dark rich green. Its expansive, broad beauty even in old age entitles it to high rank in landscape planting.



50,000 Jack Pine in Our Nursery.



No. 1, Pyramidal Arbor-Vitae. No. 2, Mugho Pine. No. 3, Colorado Spruce. No. 4, Colorado Blue Spruce. No. 5, American Arbor-Vitae. No. 6, Concolor Fir.

The above is a beautiful illustration of Evergreens used in group planting; the taller Evergreens in the background with the Dwarf Mugho Pine in the front. Note the splendid combination of color.

My Favorite List of Hardy Ornamental Evergreens

Concolor Fir

The Concolor comes from the Rocky Mountains, and many consider that it excels the Colorado Blue Spruce in ornamental value. Often called the "Silver Fir" on account of its shimmering foliage, which varies in color from light green to deep blue and is long, soft, and graceful. Being a comparatively rapid grower, it soon matures into a tall, broad specimen of magnificent beauty. It is by far the most successful of the Firs. Perfectly hardy even in the most exposed situations, reaching at maturity a height of from 60 to 80 feet. They never lose their lower branches and grow more compact and shapely each season.

Balsam Fir

The Balsam Fir is a tall, pyramidal, straight-growing tree, foliage of dark, glossy green, needles short and stiff, and it is one of the best known hardy evergreens of the Northwest. It is one of the handsomest evergreens for specimen planting. The Balsam Fir's one fault is that it seldom lives to be over thirty years old, and where a Fir is desired in a permanent location, we would advise the Concolor or Douglas Fir for this reason.

Douglas Fir

A magnificent tree from the Rocky Mountains, foliage and form somewhat characteristic of both the spruce and fir trees, acquiring all the beauty of each. It is a strong, upright grower, reaching a height of 50 to 60 feet, retaining its lower branches close to the ground in extreme old age. Foliage is of soft green color, branches long and graceful. It is very hardy, and can be planted successfully in any part of the United States.

Hemlock - Weeping Spruce

A beautiful tree of graceful habit and unequalled for ornamental planting. One of the best for lawn or park planting, but on account of the enormous demand the last few years, it has become quite scarce. Attractive at all seasons, especially in spring and summer when the delicate light green, soft, fern-like growth comes forth. See illustration on page 7.

Pyramidal Arbor-vitae

This beautiful tree grows close and compact, and the foliage is of a bright green at all seasons. It is one of the very best ornamental trees we have, as it combines all the good points of the Arbor-vitae, and has many features distinctly its own. It requires no shearing or trimming, developing naturally into a perfect pyramidal form. For lawn or cemetery planting it is one of the most popular.

Golden Arbor-vitae

A distinct, compact, hardy Cedar of broad and bushy growth, with long, slender branchlets and golden yellow foliage. Used extensively with other evergreens in group plantings for the rich and harmonious contrast.

Tom Thumb Arbor-vitae

The Tom Thumb Arbor-vitae is one of the most beautiful of the Dwarf Evergreens. Its foliage resembles both the American Arbor-vitae and the Red Cedar. The tree grows low and dense, never higher than three or four feet. This beautiful little tree should be in every collection, is very desirable for border planting, but it is not hardy in exposed locations.

Globosa Arbor-vitae

A new variety that is very handsome. In shape it is absolutely round or globular, very dense in growth, and does not require shearing. It does not grow over four or five feet tall; foliage is deep, dark green, it's little branches being of unusual delicacy. Be sure to order one or more of these beautiful and attractive species and I will guarantee that it will please you. This is one of the most rare of the dwarf evergreens. My trees are all well-rooted, transplanted and root-pruned.

Colorado Spruce

Some of our most beautiful Colorado Spruce are too dark in color to be called Shiners. These trees are perfect specimens, but a little more green in color than the Colorado Blue. They are perfect in shape, being of pyramidal habit and compact growth; one of the best trees for landscape.

Colorado Blue Spruce - Shiners

Nature has produced a myriad of beautiful trees for Mother Earth, but last of all she must have made the Colorado Blue Spruce as a crowning glory of them all. Into this wonderful ornamental tree has been combined a silvery blue luster, perfection in form and symmetry, and hardy characteristics that make it adaptable to nearly all climates. Can be used very effectively as a specimen, in groups by itself, or in groups with other evergreens, where it can be planted in the foreground and show its truly wonderful coloring and form. Needles rather short and stiff.

In the spring of the year the Colorado Blue Spruce are off-color, and if transplanted will not regain their blue color until they start to make a good growth. For this reason we mark all of our Colorado Blue Spruce during the summer and they can be relied upon to be genuine Blues after they once overcome the shock of transplanting. My trees are select specimens.

Koster's Blue Spruce

A selected species of the Colorado Blue Spruce with grafted tops, retaining its silvery-blue sheen the year round. Thickly studded with well-formed branches, tapering beautifully to the top and magnificent in its rich blue coloring, it has been called by many the "height of perfection in evergreen culture."

Dwarf Mugho Pine

You all know the pretty little Dwarf Pine that forms such a bushy, compact little tree. This Pine is always very popular, because it can be put to such a variety of uses, always does well, and never looks out of place. The Dwarf Pine grows as broad as it does tall, and can be planted anywhere upon the lawn, as it takes up so little space. Foliage dark green, with long, stiff needles. You are sure to be pleased with this pretty little tree.

Trailing Juniper - Juniperus Sabina

Absolutely hardy anywhere. It is one of the best Junipers of them all for general planting. It trails upon the ground, and its delicate, fern-like branches often cover a space of ground 10 to 12 feet in diameter. It is very attractive when planted in borders before taller evergreens. All of our trees have been three or four times transplanted. Be sure to add this to your collection.

Swedish Juniper

This magnificent tree is the best of all the upright Junipers, being very hardy and growing well in any locality. It resembles the Irish Juniper, but is a much better tree. From the standpoint of beauty, form and hardiness, it is pre-eminently the leader among the upright Junipers. Slender, but tall, with numerous closely pressed, upright branches; foliage short with gray green coloring. Gives striking effects when used as a decorative tree. My stock is extra well rooted with good tops of uniform shape and color. See illustration, page 7.

Juniperus Canadensis

A beautiful dwarf Juniper, very good for foundation planting or is often used very effectively in shrub plantings. Dense in its growth, with graceful, fern-like branches.



Colorado Blue Spruce.



No. 1—Mugho Pine. No. 2—Norway Spruce. No. 3—Golden Arbor-Vitae. No. 4—Concolor Fir.
No. 5—Bechtel's Flower Crab. No. 6—Spirea Van Mouttei. No. 7—Crimson Rambler.

Retinispora Plumosa

An exceedingly handsome small evergreen from Japan, with a feathery, light green foliage, more beautiful than any fern. It is truly a sensational triumph in horticulture. A genuine treat in store for anyone who plants this little beauty. Not hardy in exposed places.

Retinispora Plumosa Aurea

Like the preceding, a plant of great beauty; foliage soft, plume-like, golden yellow; close and compact habit. Not hardy in exposed places.

Let me help
you cut the
high cost of
living and
increase
your income
with fruits.

Nearly \$1.00 Per Square
Foot on First Crop.
Second Crop Will be
at Least \$2.00 Per
Square Foot.

Wellsburg, Iowa,
Aug. 30, 1920.

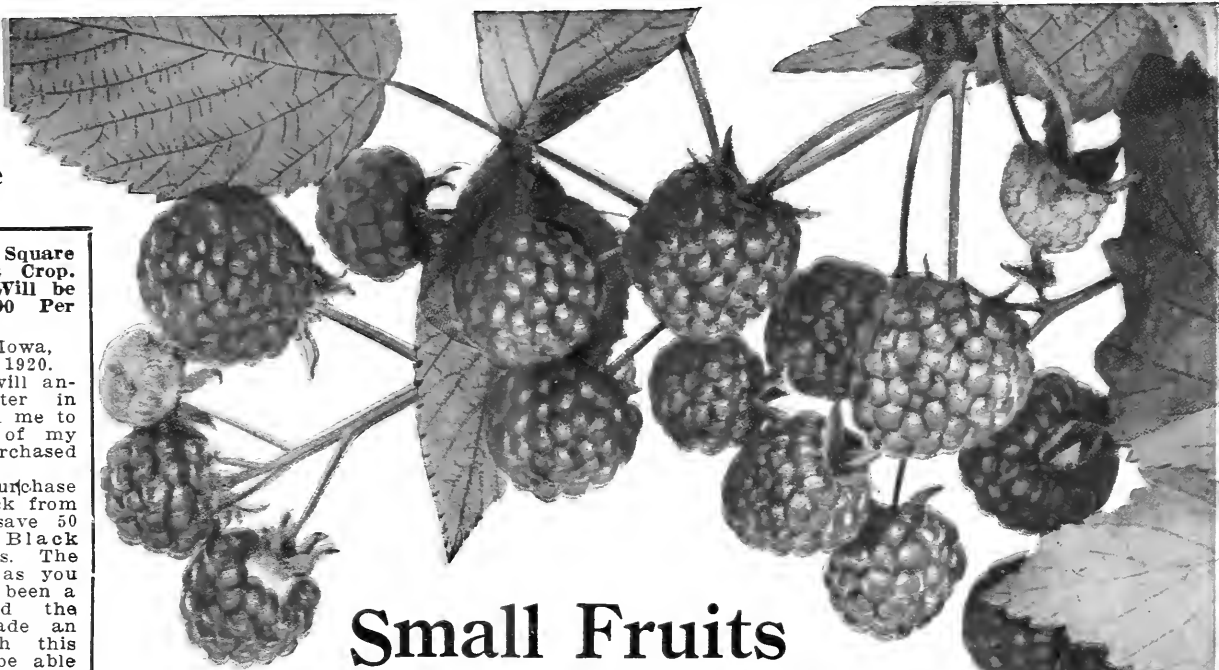
Dear Sir:—I will answer your letter in which you asked me to send a report of my nursery stock purchased from you.

I did not purchase any nursery stock from you last year save 50 Cumberland Black Raspberry plants. The growing season as you have stated has been a good one, and the plants have made an excellent growth this year, and will be able to bear quite a few berries next year although they will not bear as many as they will the second year.

In the spring of the year 1918 I set out a few of your black raspberry plants, but I planted them into a square lot while I should have set them out in a row, but I did not have the room. This summer I picked a little more than \$10 worth of berries from this small patch, it being only 12 feet square.

This year that patch has thrown up canes that are still stockier than the ones last year, so there is a good chance of having a better crop than this year if everything goes along well. Here is a booster for the Black Raspberry and for Ferris Nursery Stock—Thank you.

JOHN DE NEUL.



Small Fruits

St. Regis Everbearing Red Raspberry

Raspberries for four months, and raspberries the first season. The St. Regis Raspberry is of iron-clad hardihood. The canes stand severest cold uninjured. Its foliage never suffers by sunburn or scald. The cane growth is not impaired by the heat or drouth of summer. It is the earliest of all red raspberries. It is wonderfully prolific, the first main crop being far greater than that of any other red variety known. Berries are bright crimson, of surpassing quality. Texture is firm; can be kept in good condition longer after being gathered than any other red raspberry. A favorite as a shipper.

Red Raspberries

CARDINAL. Originated in Kansas; heavy grower, hardy; berries firm and of excellent quality; very productive.

CUTHBERT. Canes tall, vigorous and very productive; berries large, conical, rich crimson color, best quality, good shipper. The canes are very thrifty growers, upright in shape, light yellow in color and generally quite hardy.

LOUDON. Vigorous growth, large fruit, beautiful, rich, dark crimson color; good quality and marvelous productiveness and hardiness. Stands shipping well.

Black Raspberries

CUMBERLAND. The largest raspberry known, fruit frequently seven-eighths to fifteen-sixteenths of an inch in diameter. Its immense size, firmness, and great productiveness entitles it to first consideration; unusually strong grower, throwing up stout, stocky canes; perfectly hardy. By far the most profitable raspberry grown for both home and market use.

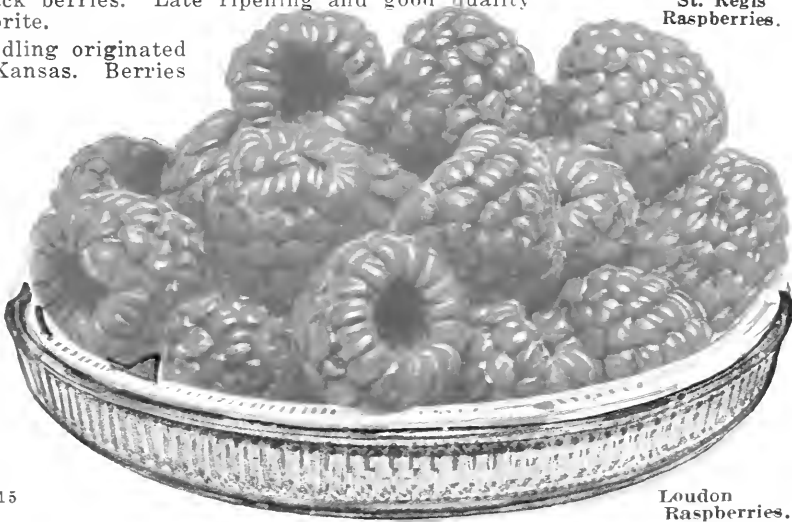
GREGG. This is a large, late, blue-black berry. Produces heavy growing canes that branch out sparingly; hardy; produces firm black berries. Late ripening and good quality make it a favorite.

KANSAS. A seedling originated at Lawrence, Kansas. Berries very large, jet black, and of the very best quality. It stands the trying climate of Iowa.

OLDER. Originated in Iowa and has stood all our severest winters well. Coal black, as large as Gregg and five days earlier.



Gregg Raspberries.



Loudon Raspberries.

St. Regis Raspberries.

Blackberries



Snyder Blackberries.

The growing of this very delicious and healthful fruit is attended with so little trouble and expense that every garden, however small, should have at least fifty plants. For cooking purposes they are unsurpassed—blackberry jam cannot be beaten—and will yield a dark wine of excellent quality.

They require well drained land and do best when confined to narrow, continuous rows and are well mulched under the bushes. Keep the ground light and clean by cultivation, and fertilize annually for best fruiting results. To avoid a too strong growth and straggling habit, the ends of the shoots must be occasionally pinched in during the growing season, thereby encouraging the plants to form dwarf bushes, making it eased to work among them, and at the same time causing the plants to produce a larger crop and finer berries.

EARLY HARVEST. This is one of the earliest Blackberries, but needs winter protection. Fruit medium size, quality good, and prolific bearer.

RATHBUN. This new Blackberry has been tested over a wide area and is said to surpass any blackberry on the market. Berries large, jet black and of very fine quality. Ripens early.

SNYDER. The standard early Blackberry for the north country. The canes are healthy, hardy and very productive. It is an upright grower, stiff and abundantly able to hold up the enormous crop of fruit. The berries are medium to large in size, round in shape, very firm and of good quality when well ripened. The canes are reddish in color and extremely hardy. The Snyder is to blackberries what the Cuthbert and Cumberland are to raspberries and the Dunlap to strawberries, the most universally grown.

STONE'S HARDY. Claimed to be even harder than Snyder. A vigorous grower; berries glossy black and of good flavor. About eight days later than Snyder.

Currants

Is there a garden spot complete without a few of these profitable and hardy plants, or a fruit cellar perfect without its currant jelly, preserves and wine?

Easily planted and cared for, and any insect growth may be easily checked by the early use of hellebore.

CHERRY. The largest of all red currants; berries sometimes one-half inch in diameter; bunches short; plant very vigorous and productive when grown on good soil and well cultivated.

FAY'S PROLIFIC. For size, beauty, and productiveness, the most remarkable red currant ever grown. The berry is fully equal to the Cherry currant, while the flavor is much superior. The cluster is double the length on an average, and the fruit hangs on well, never dropping.

LONDON MARKET. A newer variety of the red currants, but where it has been well tried out it is regarded as the greatest market variety of them all. Plant is a strong grower, extremely vigorous, with perfect foliage, which it retains until very late in the season. Fruit is very large, bright red, and is borne in enormous crops. For either home or market use, London Market will please you.

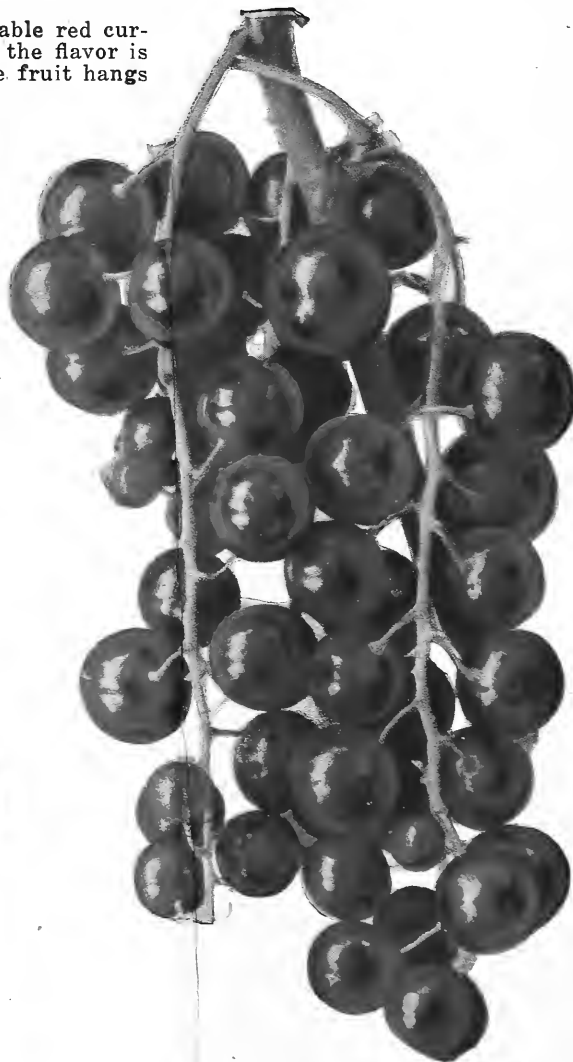
WHITE GRAPE. Very large, yellowish-white, sweet or very mild sub-acid; excellent for table. The most productive of the white sorts.

Gooseberries

One of the most profitable of all small fruits, as they are entirely hardy, easy to plant and care for, and will bring big returns. What you cannot use for your early summer pies and preserves are easily marketed and bring in big returns.

DOWNING. Fruit very large; flesh whitish-green, soft, juicy, and good; plant vigorous and prolific; one of the best. A favorite for family use, and is also a good market berry.

HOUGHTON. The old well known sort; pale red, sweet, and good. It is rather small, but a productive, healthy and very reliable gooseberry.



Fay's Prolific Currants.



Houghton Gooseberries.

Grapes

The grape is the most healthful of all fruits, and is most highly esteemed for its many and varied uses. Grapes can be grown by any one who has a garden or yard, and a little time to give to it. The vines can be trained up the side of a building, or a garden fence or over an arbor, but the more profitable way is to grow them over a wire trellis.

Pruning. Annual and careful pruning is essential to the production of good grapes. If the roots are called upon to support too much wood, they cannot bring to maturity a fine crop of fruit. By proper pruning you concentrate the vigor of a vine into a smaller number of canes and clusters, which it can perfect. The pruning should be done from November to March, while the vines are entirely dormant and before the sap starts.

Black Grapes

CONCORD. One of the most popular and reliable varieties we possess; bunch large, compact; berry large, round, almost black, with blue bloom; juicy and very sweet.

MOORE'S EARLY. A large grape of good quality; ripens about two weeks earlier than the Concord; good grower; makes a good yield; very valuable as an early grape.

WORDEN. Seedling of the Concord, which it greatly resembles in appearance, but the berries are larger, and the flavor generally considered better. The fruit ripens several days earlier.

Red Grapes

AGAWAM. Bunch large; berry large and round, reddish brown in color; tender, juicy, and of excellent flavor. Very vigorous and productive. Vine hardy.



White Grapes

MOORE'S DIAMOND. A vigorous grower, with dark, healthy foliage; entirely free from mildew. A prolific bearer; bunches large, handsome and compact; color delicate greenish

white, with rich yellow tinge when fully ripe. Skin smooth and free from specks; pulp tender, juicy and nearly transparent, with very few seeds; berry about the size of Concord. Ripens about two weeks before Concord.

Agawam Grapes.

Garden Roots

Asparagus

That very early fresh vegetable, universally admired for its rich flavor and abundant yield. A good bed well cared for will supply the planter for his own table use and bring good returns on what he markets.

CONOVER'S COLOSSAL. This variety is much superior in size and quality to any of the old common sorts, being remarkably tender and fine-flavored. The large green shoots, one to two inches in diameter, are sent up thickly from the crowns, making it a very profitable variety.

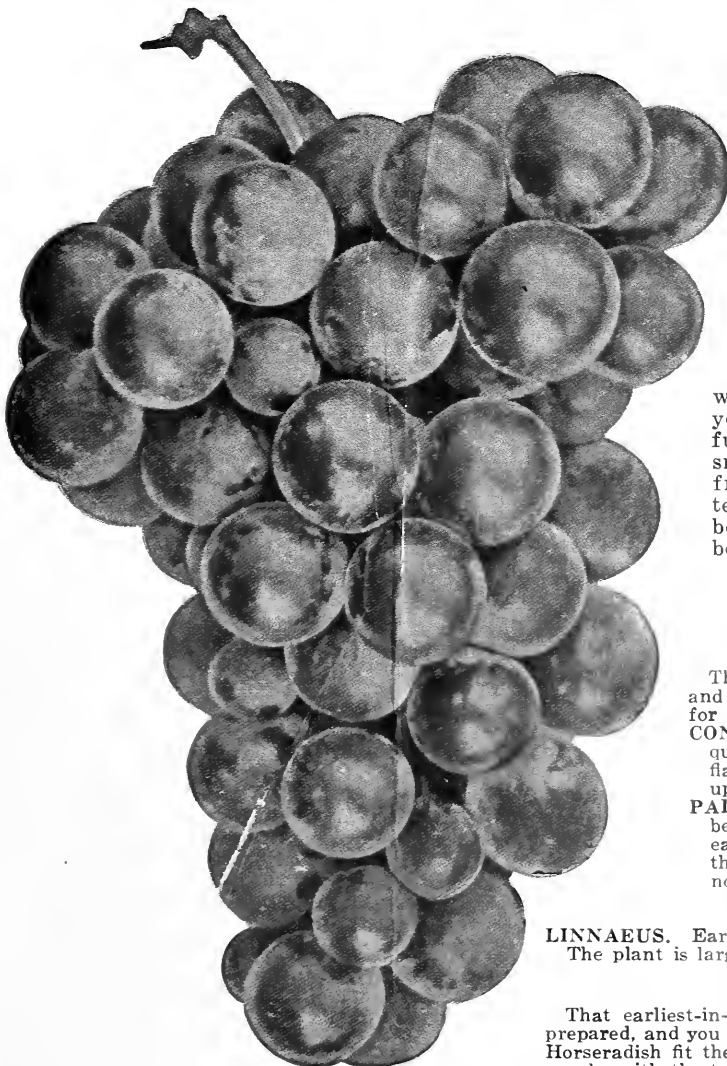
PALMETTO. Until recently we believed that Conover's Colossal was the best sort known, but we are now forced to concede that the Palmetto is earlier and a better yielder and more even and regular in its growth, and that it will eventually supersede the old favorite. It has been tested both north and south, and has proven entirely successful in every instance.

Rhubarb

LINNAEUS. Early, very tender, and has a mild sub-acid flavor, not "stringy" or tough. The plant is large, and for pies or other culinary purposes it is the housewife's favorite.

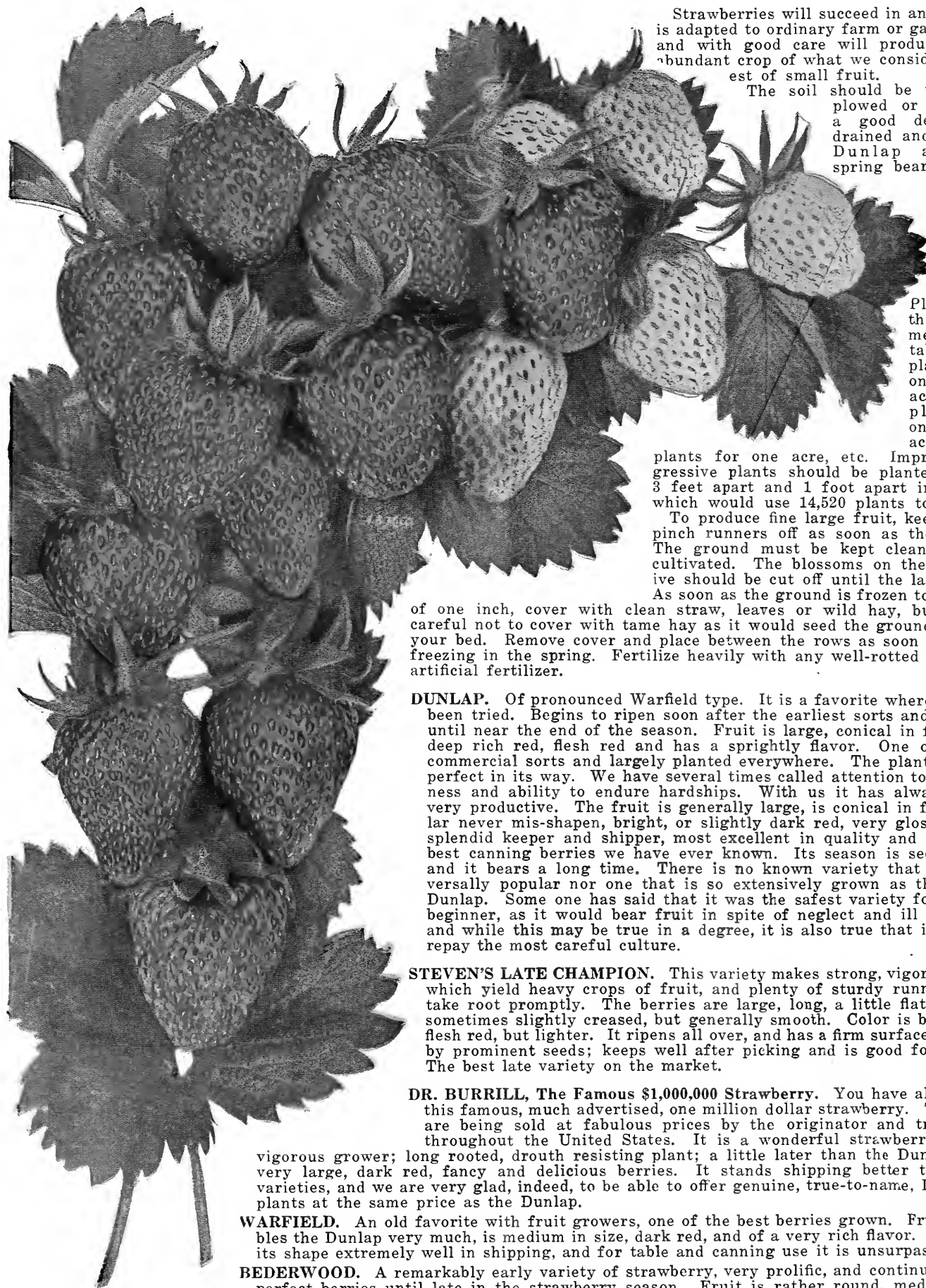
Horseradish

That earliest-in-the-spring fresh relish. Compare the freshly grated with the already prepared, and you will have a little space in your garden for your own plants. In planting Horseradish fit the soil the same as for strawberries, and plant the cuttings point downwards, with the top of the cutting about one inch below the surface of the soil. Cultivate the same as any garden crop. In about two weeks the leaves will show above the surface.



Concord Grapes.

Ferris First-Quality Strawberries



Dunlap Strawberries.

Strawberries will succeed in any soil that is adapted to ordinary farm or garden crops and with good care will produce a most abundant crop of what we consider the finest of small fruit.

The soil should be thoroughly plowed or spaded at a good depth, well drained and enriched. Dunlap and other spring bearing plants

should be set in rows 3 feet apart and 18 inches apart in the row.

Planted in this arrangement, it will take 2,420 plants for one - fourth acre, 4,840 plants for one - half acre, 9,680

plants for one acre, etc. Improved Progressive plants should be planted in rows 3 feet apart and 1 foot apart in the row, which would use 14,520 plants to the acre.

To produce fine large fruit, keep in hills, pinch runners off as soon as they appear. The ground must be kept clean and well cultivated. The blossoms on the Progressive should be cut off until the last of July.

As soon as the ground is frozen to the depth of one inch, cover with clean straw, leaves or wild hay, but be very careful not to cover with tame hay as it would seed the ground and spoil your bed. Remove cover and place between the rows as soon as it quits freezing in the spring. Fertilize heavily with any well-rotted manure or artificial fertilizer.

DUNLAP. Of pronounced Warfield type. It is a favorite wherever it has been tried. Begins to ripen soon after the earliest sorts and continues until near the end of the season. Fruit is large, conical in form, color deep rich red, flesh red and has a sprightly flavor. One of the best commercial sorts and largely planted everywhere. The plant is almost perfect in its way. We have several times called attention to its toughness and ability to endure hardships. With us it has always proven very productive. The fruit is generally large, is conical in form, regular never mis-shapen, bright, or slightly dark red, very glossy, firm, a splendid keeper and shipper, most excellent in quality and one of the best canning berries we have ever known. Its season is second early and it bears a long time. There is no known variety that is so universally popular nor one that is so extensively grown as the Senator Dunlap. Some one has said that it was the safest variety for the new beginner, as it would bear fruit in spite of neglect and ill treatment, and while this may be true in a degree, it is also true that it will well repay the most careful culture.

STEVEN'S LATE CHAMPION. This variety makes strong, vigorous plants which yield heavy crops of fruit, and plenty of sturdy runners which take root promptly. The berries are large, long, a little flattened, and sometimes slightly creased, but generally smooth. Color is bright red; flesh red, but lighter. It ripens all over, and has a firm surface protected by prominent seeds; keeps well after picking and is good for canning. The best late variety on the market.

DR. BURRILL, The Famous \$1,000,000 Strawberry. You have all heard of this famous, much advertised, one million dollar strawberry. The plants are being sold at fabulous prices by the originator and tree agents throughout the United States. It is a wonderful strawberry; a very

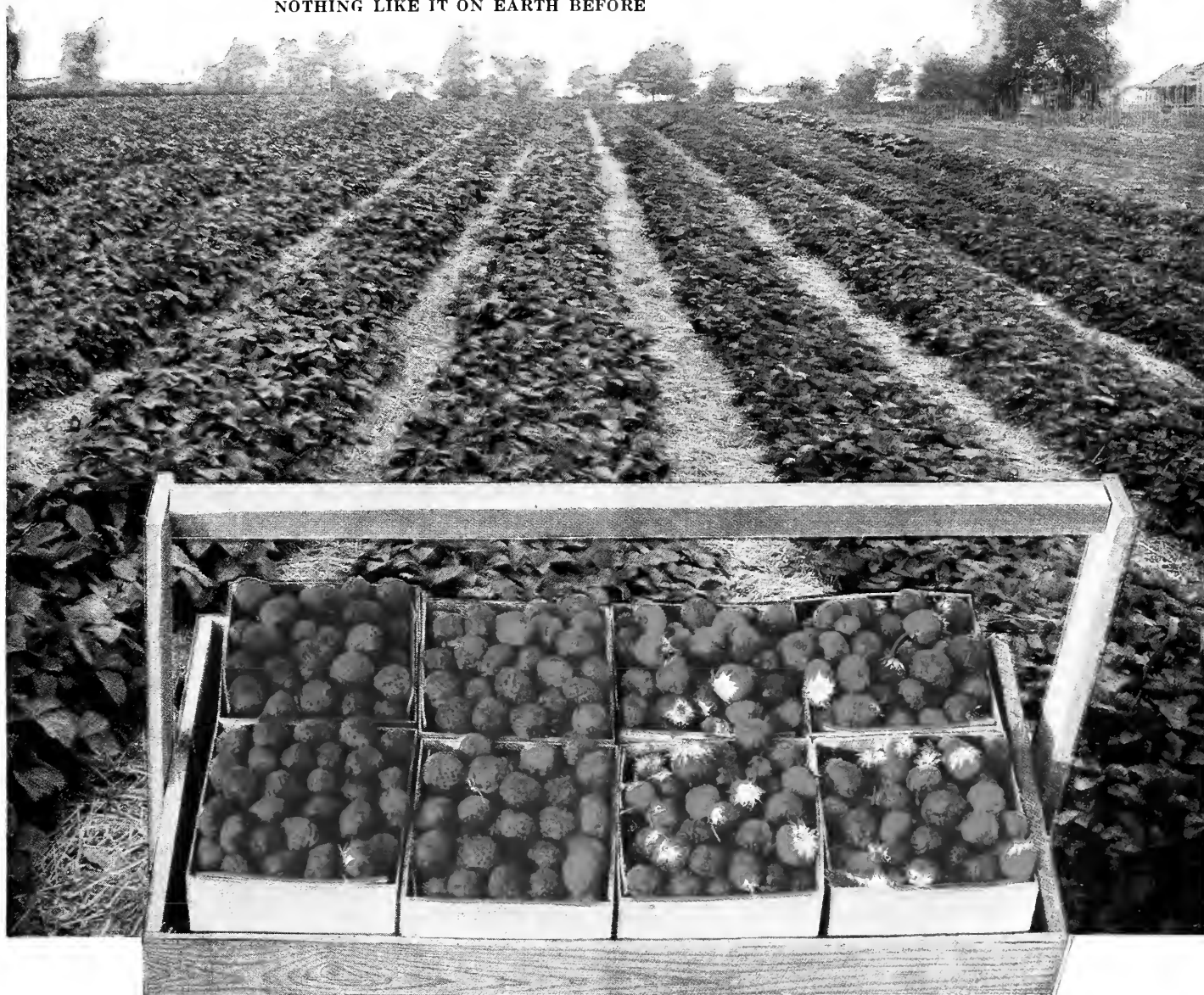
vigorous grower; long rooted, drouth resisting plant; a little later than the Dunlap; fruit very large, dark red, fancy and delicious berries. It stands shipping better than other varieties, and we are very glad, indeed, to be able to offer genuine, true-to-name, Dr. Burrill plants at the same price as the Dunlap.

WARFIELD. An old favorite with fruit growers, one of the best berries grown. Fruit resembles the Dunlap very much, is medium in size, dark red, and of a very rich flavor. Will hold its shape extremely well in shipping, and for table and canning use it is unsurpassed.

BEDERWOOD. A remarkably early variety of strawberry, very prolific, and continues to bear perfect berries until late in the strawberry season. Fruit is rather round, medium sized, light red, and has an excellent flavor.

Ferris Improved Progressive Strawberries

THE DELICACY PAR-EXCELLENCE FOR SUMMER MONTHS—
NOTHING LIKE IT ON EARTH BEFORE



Right out there in your back yard is a space as big as the kitchen floor, or bigger, that ought to be planted to Ferris **Everbearing** Strawberries this minute. Of course, every man who is approached on the subject says, "O, yes, I expect to have a strawberry bed some of these times."

Now listen. If I only had it in my power I would have every one of my readers take a walk with me through my nursery during the months of August, September, and October, clear up to Frost and see the red, ripe, delicious, mouth-watering strawberries that we gather every day from our plot of **Everbearers**.

Suppose you had a patch of **Everbearing** strawberries at your home. Just at the time when the spring garden stuff is exhausted, you would have your first strawberry treat. What a joy to the tired housewife to have such a delicacy to serve to "company" dinner? Imagine it. Strawberries in the summer or fall of the year. Hear the "Ohs" and the "Ahs" of the company as they first catch a glimpse of the dishes of ripe, juicy, cream-covered strawberries on the way to the table.

I tell you that the satisfaction of just that one meal would pay the cost of a bed of **Everbearers** in your back yard. It's a fact that you can enjoy the fruit when other people have long forgotten the taste. Then why don't you send in your order today. Let me book it before my stock of plants is exhausted. At the rate the orders are coming in we may not be able to fill all of them.

HISTORY OF FERRIS EVERBEARING STRAWBERRY.

I developed my Improved **Everbearing** Progressive Strawberry from the original **Progressive** **Everbearing** Strawberry that was discovered by a Grundy County farmer. So this berry is strictly an Iowa product. By careful breeding I have made a very superior strawberry.

FEATURES OF THE IMPROVED PROGRESSIVE

They are larger than the older type. They combine this large size with the rich color and delicious taste of the best standard varieties.

WHEN DO THEY BEAR?

Ferris **Everbearing** Strawberries, if planted in April, will begin bearing in August. My **Everbearing** berries begin to bear sometimes as early as July when planted in April. I have personally picked 136 berries from one plant in August, and once got four quarts of berries from 15 plants at one picking.

The second season the **Progressive** Improved will start bearing about two weeks earlier than the **Dunlap**, making them the first strawberries of the season. They will then stop bearing for a while and then have a heavy crop in the fall which is continuous from July until frost.

WHY PLANT IMPROVED EVERBEARING STRAWBERRIES

Because they are very hardy and very prolific.

Because the berries have a very high market value.

Because although early frost may nip them, the plant will in a few weeks begin bearing again just as if nothing had happened.

Because they are not an experiment, but a sure bearer every year, if climatic conditions are at all favorable for the growth of any plant.

Because the berries are ripe and ready for the table when there is a dearth of other fruits. "Between hay and grass," you might say.

Because you can have a patch of **Everbearers** with the least labor and expense of anything you can plant.

Because the Ferris Improved **Progressive** has longer roots and for this reason will withstand drouth better than any other plant.

Because Ferris offers you a **Guaranteed** **Everbearing** Strawberry. Read further.

WHAT I WILL DO

I will cheerfully refund the purchase price of every **Everbearing** strawberry plant you may buy of me, at any time within one year of date of purchase, if the plants I ship do not bear quantities of fine large, delicious berries during the summer and fall months. This guarantee is given, of course, with the understanding that there is no serious drouth and that you will follow the few simple directions I give in regard to the care of the plants.

An Apple a Day Will Keep the Doctor Away

Delicious Apple.



make nests in the mulching and ruin your trees. To produce healthy, well-developed fruit, you should spray your trees at least three times, with Bordeaux Mixture, which you can secure at any drug store. First, they should be sprayed in the Cluster Bud Stage, when the buds show pink but have not opened up; second, when 95 per cent of the petals have fallen; third, three weeks after the second spray.

Late Winter Apples

Delicious

"Delicious" in every sense of the word, it has held the world record as a perfect apple. The fruit is large, rather elongated, and with its rich crimson coloring and extraordinary flavor commands the highest prices and is the market favorite. Known and distinguished everywhere by the five little knobs on the blossom end which are often light yellow, blending perfectly with its crimson beauty. It is very productive after it comes into bearing, the tree of free, open growth and very hardy. Well-known scientists and the best horticulturists of the country, as well as the apple-eating public consider it the apex of apple production during the past twenty years. Good keeper and shipper.

The Delicious apple was originated in Iowa by an Iowa farmer, and the original tree, now cared for by the Horticultural Department of the Iowa State College, is still very healthy and productive. Our Hardy, Northern Iowa Grown Delicious are hardy, thrifty trees and the fruit is unsurpassed.

Earl Ferris, Danvers, Ill.
Hampton, Iowa. May 5, 1921.

Dear Sir:—I must say that some of my two year fruit trees I got from you are blooming this year. They are sure fine trees, and hope I can get another Ferris orchard. They are the best trees I ever bought. I remain as ever your customer and friend.
Yours truly,
MR. CHARLES SERPETTE.

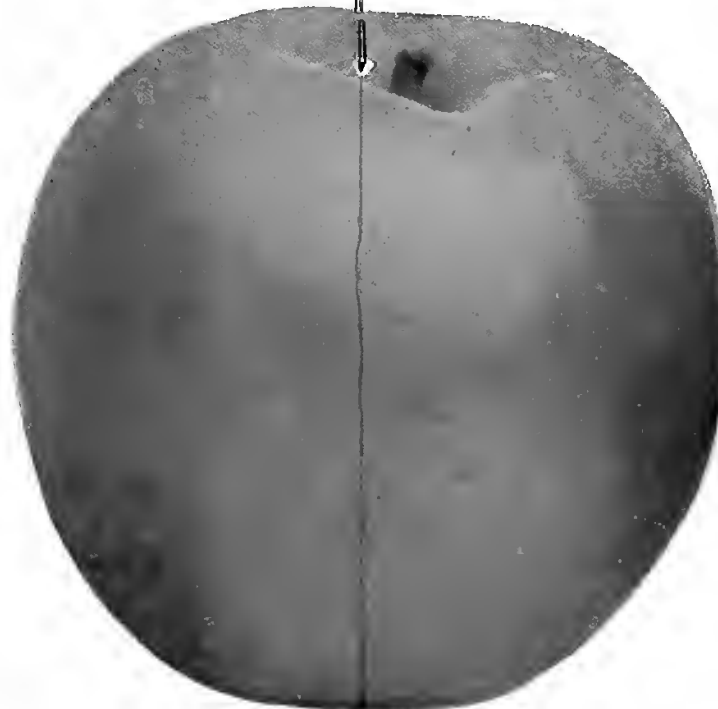
How many of us know, and can realize, that there has been an alarming decrease in apple trees during the last decade? Yet, United States reports show that today there are more than 23 per cent fewer bearing apple trees than there were in 1910. Are we going to allow ourselves to come to the time when it will be almost impossible to get them at any price?

For a good many generations the apple has been foremost in popularity in the fruit line, and why should it not be, with its attractive colorings, its excellent eating qualities, and its good-health characteristics. You owe it to yourself, to your family, and to the world as a whole, to utilize some of your ground for apple production. If all of us would plant this bare spot here, or that waste patch there with apple trees we would soon have the decrease entirely obliterated, and would start on a remarkable increase in apple production.

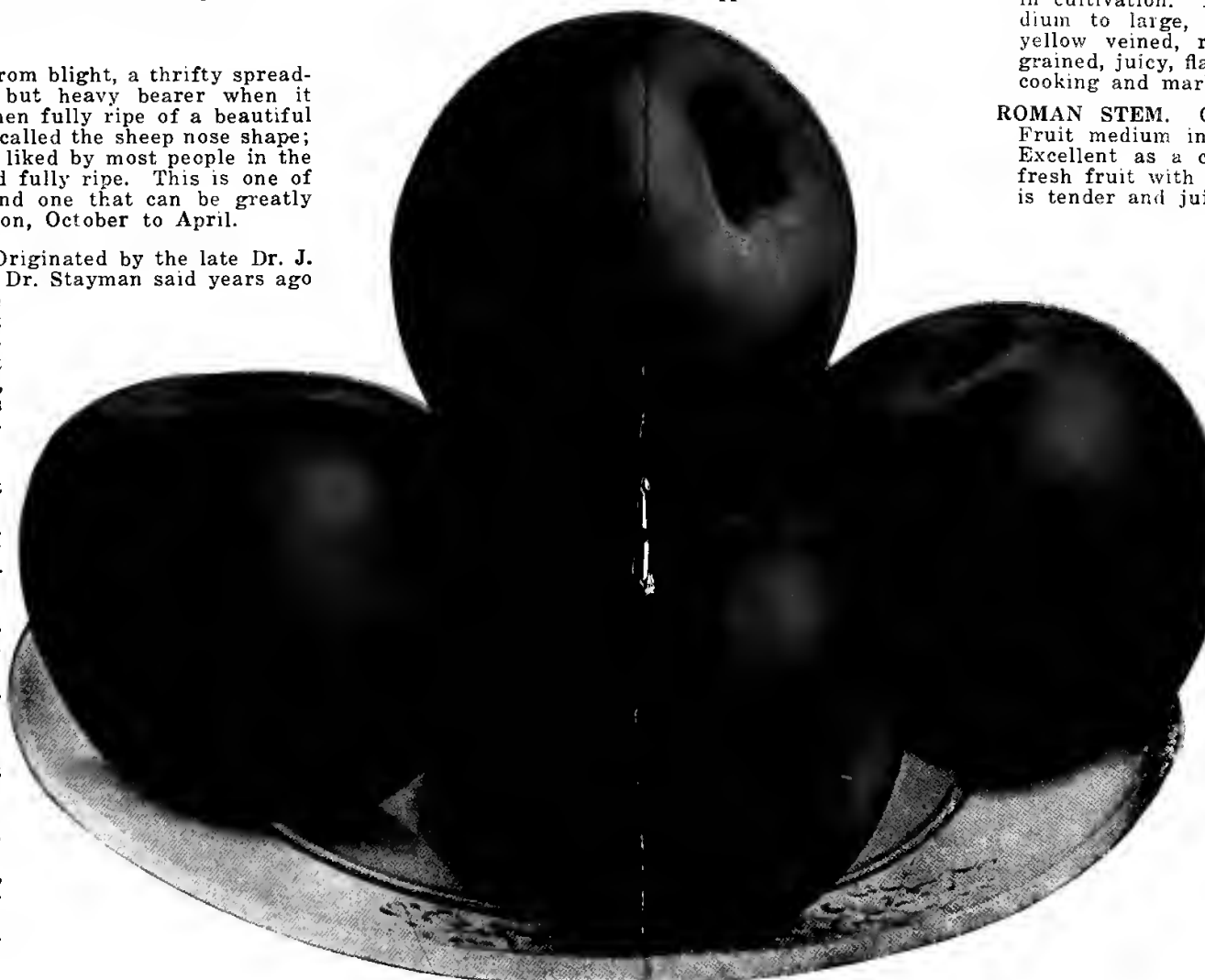
The high price of corn and the fairly low price of apples a few years ago was the cause, no doubt, of this decrease in apple trees. Even then, however, the man with the well-cared for orchard made a bigger profit per acre on his apples than the corn grower. Now, with the present scarcity of apples, it is going to take more than fifteen years to get the price back anywhere near normal, and then only if everybody in the United States plants apple trees.

Planting Directions

Apple trees should be planted from 25 to 40 feet apart. You will produce more apples if you plant them in the Hexagonal method, that is, alternating the trees in the second, fourth, sixth rows, etc. In setting your trees, follow the same transplanting directions that are given for evergreens, with the exception that fruit trees of any kind should never be mulched. Mice will



Grimes Golden Apple.



Winesap Apple.

Stayman's Winesap Apple.



Late Winter Apples - Continued

SALOME. One of the best. Red, medium size, keeps better than Northwestern Greening.

BALDWIN. A large, dark red apple; sub-acid, good flavor. Productive and profitable. November to March.

ARKANSAS BLACK. Vigorous, upright grower. Fruit medium to large, beautiful dark color, almost black. Flesh is yellowish, slightly sub-acid, crisp and of fine flavor. One of the best apples for cooking purposes. January to March.

McINTOSH. Large, deep crimson and beautiful. Tree is hardy and vigorous. Flesh pure white, crisp and very tender. A good regular bearer. November to January.

FAMEUSE. (Snow Apple.) This is a well known apple, medium in size, color deep crimson. The pure white flesh contrasts beautifully with its deep, rich color. Productive. November.

GANO. (Black Ben Davis.) Fruit is bright red on yellow ground with no stripes; large and oblong in shape, surface smooth and polished. Tree healthy, vigorous; prolific bearer. January to April.

GRIMES GOLDEN. This is one of the most popular apples in cultivation. Tree strong, thrifty grower. Fruit medium to large, cylindrical in shape; regular surface, yellow veined, russeted; flesh yellow, firm, very fine grained, juicy, flavor sub-acid; quality rich. For dessert, cooking and market. November to December.

ROMAN STEM. One of the finest of the late keepers. Fruit medium in size, and of a greenish yellow color. Excellent as a cooking apple, and also very fine as a fresh fruit with its rich, almost pear-like flavor. Flesh is tender and juicy. December to spring.

IOWA BLUSH. A rather small, but beautiful apple with its red blush suffusing a greenish yellow background. Well known for its excellent tart flavor. November to January.

JONATHAN. Too much cannot be said of this fine winter apple. Fruit is very attractive with its bright red skin, quality of the finest, flavor of the best. Flesh is tender and very crisp, very juicy, with a smooth and glossy skin that makes it a good seller everywhere. Tree vigorous in growth. An old-time favorite with all apple growers. November until April.

Fall and Early Winter Apples

HIBERNAL. The bardiest apple known, blights but little, a thrifty grower, very early and abundant bearer. Fruit large, handsomely striped, excellent for cooking, but rather sour and somewhat astringent for eating. Not a good market variety, but of great value on account of its rugged iron-clad nature, which fits it for planting even up in Manitoba. Season, September to November.

IOWA BEAUTY. A seedling of Golden Russet. Tree a strong, vigorous grower, very hardy. Fruit nearly white, splashed and striped with red. Season, September and October.

PATTEN'S GREENING. Very hardy, free from blight, vigorous, spreading grower, bears early and abundantly. Fruit large, yellow. Good eating and cooking apple. Originated in Northern Iowa. Will "get there" with a crop of fruit if any kind can.

WINESAP. One of the best little apples grown; red. A fine eating apple. One of the best for baking. Shape is round, conical, sometimes obscurely flattened. Flesh yellowish, firm, crisp, with a rich, sub-acid or rather acid flavor. Keeps through winter.

MAIDEN BLUSH. A large apple of smooth skin and beautiful colorings. Reddish tinge on light yellow skin; flesh white, tender and of fine quality. August to October.

WOLF RIVER. A very large variety, splashed and streaked with red; flesh white and coarse, juicy, mild sub-acid.

WEALTHY. Medium size, round in shape; skin smooth, oily, light yellow almost entirely covered with dark red; flesh white, fine, juicy and sub-acid; one of the best and finest apples grown. Tree vigorous, extremely hardy; one of the iron-clads; very early, abundant bearer.

Earl Ferris 416 Cedar St.
Nursery Co., Boone, Iowa.
Hampton, Iowa. Oct. 4, 1921.

Gentlemen:—Our stock last year was set out under the personal supervision of Prof. Harrington (horticulture) of Ames College, who pronounced the 50 Jonathan as fine as any he had ever seen. We expect to give you another order when we are sure of what we can use.

Yours truly,
CHAS. W. CLEGG.

Summer Apples

LIVELAND. This apple was originated in Russia. One of the standards for the home orchard. Fruit is medium to large; splashed and shaded with red; flesh stained with red; fine, tender, juicy; flavor sub-acid, and keeps well. A very beautiful apple, and keeps well for an early fruit. Season, August.

YELLOW TRANSPARENT. The tree is a hardy, upright grower, a regular and early bearer; fruit is medium size. Color a rich, transparent yellow, with a warm, faint blush on the sunny side; flesh is melting, juicy, sub-acid. This Russian variety is especially adapted for a cold climate. The trees bear very young.

DUCHESS OF OLDENBURG. An old-time favorite that is very popular even now. A nearly perfect round apple, beautiful with its streaks of red and yellow. Flesh tender, juicy, and pleasant. Tree a vigorous grower, early and abundant bearer.

EARLY HARVEST. Tree healthy; vigorous and a good bearer. Fruit medium size, somewhat flattened in shape; skin smooth, and a clear, waxy yellow, rarely blushed; flesh tender, juicy, acid to sub-acid; flavor good.

RED JUNE. Medium size, skin red; flesh white, tender, juicy, sub-acid; an abundant bearer. Tree an upright grower.

RED ASTRACHAN. Very productive, fruit of good size; dark red. In fact, it is the best early red apple for the northern climate. Tree an upright grower; vigorous, hardy, and productive.



Wealthy Apple.

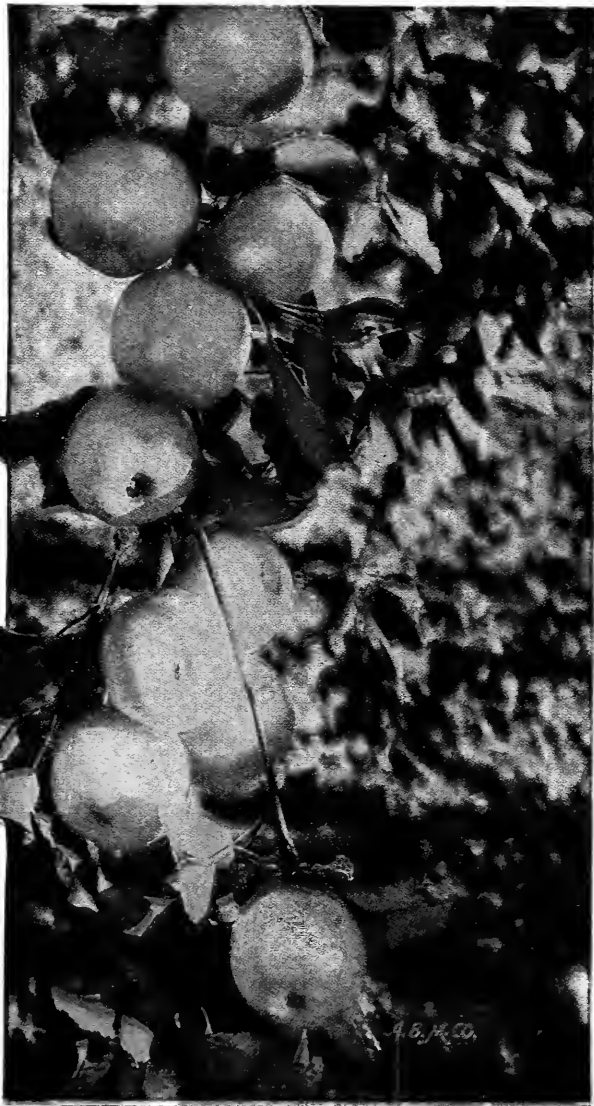
Crab Apples

HYSLOP. Tree a moderate grower, making a beautiful shaped, thrifty tree; bears young; fruit large, nearly round, slightly flattened at the ends; skin smooth, color dark rich red on yellow ground; flavor very good, but doesn't keep well, gets mealy. Its high color commands a fancy market price.

TRANSCENDENT. A large, beautiful tree, and a very strong grower; an early and abundant bearer; fruit large and round; skin smooth, rich yellow shaded with red. Flesh firm and crisp. yellowish, fine grained and very juicy, acid. August and Sept.

WHITNEY. Tree a thrifty, upright grower; fruit large, skin smooth, striped and splashed with carmine; flesh firm, juicy, of pleasant flavor. One of the very best Crab Apples, and very popular for pickles. Its crab parentage is shown in the health and vigor of the tree. Fruit in size and quality equal to many apples. August.

EARLY STRAWBERRY. Hardy; a thrifty, spreading grower; early and heavy bearer. Fruit size of Transcendent, highly colored, ripens about September 1st. Of tender, delicious quality, too perishable for market but a fine little eating apple and just the thing for sweet pickles.



Yellow Transparent Apple.



Duchess of
Oldenburg
Apple.



PROF. N. E. HANSEN.

Prof. N. E. Hansen, of the South Dakota Experiment Station, Brookings, S. Dak., a famous horticulturist, who has done for these northern states what Luther Burbank has done for California.

Prof. Hansen's Hybrid Cherry-Plums

Remarkable new fruits that were originated by Prof. Hansen of the South Dakota Experiment Station, and have proved to be among the best, if not the best, of the plums. Each year has so increased their popularity through their true worth and merits that orders come clamoring in for them from early to late in the season.

These plums are larger than the ordinary varieties, with a rich flavor as good or better than the apricot. Trees are very hardy, and well adapted to our Northern States. One of the chief characteristics of these Cherry Plums is their youthful bearing, young trees often bearing fruit the year after planting. On account of their superiority in every respect, you cannot afford to do without them.

Our stock is limited to a few thousand each of these plums and we advise you to order at once. The descriptions given below were sent to us by Prof. Hansen and can be absolutely relied upon with the following exceptions, that the Hansen's Hybrids produce considerably larger fruit here in Iowa than they do in South Dakota, that they are hardy everywhere, and we have seen them bear abundantly in the nursery row the first year after planting. Do not cheat yourself and family by overlooking them.

Hanska

The female parent is a seedling of our wild Northwestern plum (*Prunus Americana*); the male parent is the very large, firm-fleshed, fragrant, apricot plum of China (*Prunus Simoni*), and popular in orchards of California. The Hanska fruited first in 1906 and 1907 on two and three year old trees in nursery row. In fruit the Hanska closely resembles its Chinese parent in form, color, fragrance, quality and firmness of flesh. Exhibited at the South Dakota State Fair three years in succession, the fruit of this variety has been much admired for its beautiful color which is bright red with heavy blue bloom, firm yellow flesh, good quality and rich fragrance; fruit in 1909 was one and one-half to one and nine-sixteenths inches in diameter. When cooked the strong apricot flavor is brought out to perfection, entirely unlike any native plum. The flat shape also distinguishes it from all the other hardy plums grown in the Northwest.

Opata

The excellent quality of the Opata makes it worthy of wide popularity for table and culinary use. Female parent, the Dakota sand cherry; male parent, the Gold Plum, a very large hybrid Japanese variety originated by Luther Burbank and for which three thousand dollars was paid when first introduced. Opata is a plum tree in habit, of vigorous growth, and forms fruit buds freely on one-year-old shoots in nursery; foliage large and glossy. Fruit one and three-sixteenths inches in diameter, dark purplish red with blue bloom; weight one-half ounce, flesh green, firm; flavor very pleasant, combining the sprightly acid of the sand cherry with the rich sweetness of the Gold Plum. Excellent for eating out of hand. The thin skin can be chewed and eaten, as it is entirely free from acidity. Pit very small—season extremely early.

Sapa

One year trees sent out in the spring of 1908 bore freely in 1909 in many places. Specimens of the Sapa grown in Minnesota took first prize as a seedling plum at the Minnesota State Fair in 1909. In 1909 our best Sapas at Brookings were one and three-eighths inches in diameter, weight five-eighths ounces, on one-year-old trees set the preceding year and bearing a heavy crop. The rich purple color of the skin is dulled at first by being overspread with a thin gray, which disappears as the fruit attains full ripeness. Season extremely early.

Waneta

The Waneta is unquestionably Prof. Hansen's masterpiece in plums. His description is, "My belief is that in this variety I have combined the best points of the native and Japanese Plum. It is the largest of 10,000 seedlings. In size it is two inches in diameter and weighs two ounces. The female parent is the apple plum, a large Japanese Variety. The male parent is the Terry, the largest of the native varieties. We regard this as the most promising Plum that has been offered to our planters since the settlement of the country. All the reports coming in from those who have tried it describe the Waneta as bearing early and producing the largest fruit that has been raised in their locality."

Native Plums

Native Plums are hardy, produce large crops, mostly of early and medium-sized highly-colored fruit. They seem to thrive in the most unfavorable locations of soil and climate. When planting this type, several varieties should be planted in the same orchard so the blossoms will fertilize properly.

DE SOTO. Fine for eating or canning. Tree a moderate grower; bears young and profusely; hardy throughout the North. Is best planted on moist, rich ground and the fruit thinned. Use this variety for fertilizing. Season medium.

FOREST GARDEN. A strong growing tree; needs a little attention to keep in shape to avoid splitting and breaking of limbs. A profuse bearer and perfectly hardy; nearly round, mottled red and yellow; rich and sweet. Season medium.

HAMMER. Large, oblong, light red, of fine quality, profusely fruitful; fine for canning or market. Season late.

HAWKEYE. Large; color light mottled red; plum of superior quality. Firm; carries well to market. Tree hardy and thrifty; annual bearer. A splendid fertilizer. Season late.

WILD GOOSE. A very popular fruit. Tree vigorous, upright grower; fruit medium to large; rich golden yellow, shaded with red; flesh yellow and juicy; flavor rich and good. Early.

WOLF. Fruit large, a perfect freestone. Quality fine; superb for cooking and for serving fresh with sugar. Tree a good grower and hardy. Season medium.

WYANT. Large, conical-shaped plum, dark red color; thick skin; peels readily; flesh firm; freestone, and of excellent quality. Native of Iowa and hardy. Season medium.



Grow Your Own Hanska Plums and Have a Picture as Beautiful as This, and a Crop of Fruit of Remarkable Value.



Montmorency Cherries.

Hardy Cherries

Not a Case of You Can Afford Them, But a Case of You Cannot Afford to Be without Them

The Cherry is one of the most ornamental of our fruit trees, which, with its delicious and refreshing fruits, makes it very desirable for planting near the dwelling where beauty and shade as well as fruit is desired.

Each year the Cherry tree is being planted more and more in all sections of the country. So far the increased production has not been able to anywhere near take care of the demand. The fruit, as all planters know, is delicious, either eaten out of the hand or canned. For commercial purposes, plant a cherry orchard, because there is, perhaps, no fruit always so much in demand and always bringing good prices.

Nor is your home garden complete without a few Cherry trees. Easy to plant, it will thrive on any kind of soil but a wet one, and they are infected with fewer diseases and insects than any other fruit trees. It is not necessary to spray the cherry tree, although, of course, spraying will benefit the tree. The San Jose scale never bothers sour cherry trees.

Our Cherry trees are hardy, vigorous and frost-resistant, easily grown wherever the apple succeeds, and are late bloomers. Few fruit trees will bear such an abundant amount of luscious fruit year after year with as little attention and expense.

EARLY RICHMOND. Everywhere the most popular. Tree strong, thrifty grower, making a large, symmetrical head. Fruit medium size, dark red and juicy; acid flavor and especially valuable for cooking purposes; tree an early and abundant bearer.

MONTMORENCY. A beautiful, large, red, rich, acid cherry; much larger and firmer than Early Richmond, and a week or ten days later in ripening. Being extraordinarily prolific and very hardy, it can be recommended as a variety of great value. Valuable for canning and preserving. The Montmorency Cherry is in great favor wherever cherries are grown. The tree is a strong, upright grower. There is always a heavy demand for this variety.

Pears

While we are too far north to grow the Pear with any great success, for our customers who reside in localities where it is well acclimated we have a limited number of hardy pear trees. They are strong, well developed trees, best and most popular varieties. The high prices which the Pear commands on the market will repay one to give the tree the high cultivation necessary to secure the best results. Pears prefer a strong loam, but succeed well in a great variety of soils, and upon any land that will produce a good crop of vegetables, grain, etc.

BARTLETT. Large yellow pear; fine flavor. Very popular.

CLAPP'S FAVORITE. Light yellow with brown dots; fruit large, good flavor.

DUCHESS. One of the largest, and best. Greenish yellow with russet spots.

KIEFFER. This is the well known canning pear, hardy, prolific; fruit large, and yellow in color with touches of carmine.

SECKEL. A small variety but of excellent quality. Very productive.

Peaches

Few fruits enjoy a greater popularity than Peaches. With delicious flavor they combine attractive appearance, and the uses to which this fruit may be put are so many that there are never enough on hand for all. This applies especially to small communities in which farmers and fruit growers can establish a thriving business without serious effort.

Our climate is too cold for a good production of Peaches. However, we have a limited stock of healthy, well-grown trees of the best fruiting varieties for our customers who have the good fortune to live in a climate where this delicious fruit can be produced successfully. Not hardy in northern latitudes. To produce the best Peaches, the ground should be kept clean and mellow, the trees should be pruned yearly, and carefully sprayed.

ALEXANDER. An early peach, hardy, and of very good quality. Freestone.

CRAWFORD'S EARLY. Excellent quality. Fruit large; yellow with red blush. Freestone.

CRAWFORD'S LATE. Large variety. Flesh yellow and of good quality. Freestone.

CROSBY. Medium in size, bright yellow with streaks of red. Very hardy, good quality and a prolific bearer.

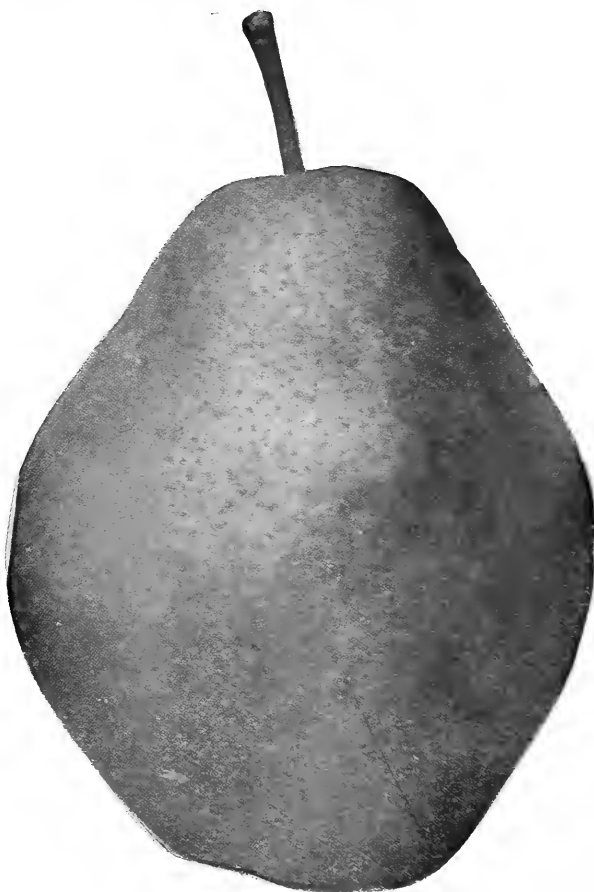
ELBERTA. One of the best market sorts. Large and very productive.

TEN APPLE TREES ALL GREW, AND WANTS MORE FERRIS TREES.
Earl Ferris Nursery Co., Hampton, Iowa. Atwater Minn., Sept. 27, 1921.

Dear Sirs: Yours of Sept. 21 received, and am pleased to say that all of the ten apple trees ordered from you grew and came through all right, although we had a very dry summer here. We shall try and set out more of your trees again next spring, and also want to set out a grove of your evergreens.

Very truly yours,

AUGUST PETERSEN, Lone Pine Farm.



Kieffer Pear.



La France —One of the Most Beautiful Hybrid Teas.

Hardy Roses

Long before history began the Rose was loved, as now, for its beauty and fragrance. No home is truly a home without at least a few of these charming plants. Our Roses are strong plants, grown out-of-doors, well rooted and in every way desirable. They love a clay sub-soil, and an open, airy situation. All Roses in this climate are benefited by being laid down and covered in winter. To counteract any damage to the leaves by worms or spiders, use a strong tea made from tobacco leaves. Plant a few of our extra strong, field-grown roses.

Rambler Roses

CRIMSON RAMBLER. Nothing equals this as an all round hardy garden rose, on account of its brilliant color, profusion of bloom, and length of time the flowers last. It may be used as a climber, or can be grown in large bush form. It blooms in large clusters of 50 to 100 flowers, covering the foliage its entire length with a solid mass of the most beautiful, perfectly-shaped miniature crimson blossoms. Blooms last of June.

WHITE RAMBLER. Very similar to the Crimson Rambler with the exception that the flowers are pure white. Very hardy, blooming in great profusion. Very popular.

BLUE RAMBLER. The wonderful new rose resembling the Crimson Rambler in its climbing habit and profusion of blossoms. Flowers medium-sized, of an attractive shade of violet crimson when first opened, later changing to violet blue. A novelty deserving attention.

DOROTHY PERKINS. This is a splendid new shell pink climbing rose. It is of the same strong habit as the Crimson Rambler, and the flowers are borne in clusters of thirty and forty and sometimes fifty to sixty. The flowers are large for a rose of this class, very double and sweetly scented. One of the most beautiful pictures we have ever seen was a summer cottage completely covered with the Dorothy Perkins rose.

WHITE PERKINS. Closely resembles its parent, the Dorothy Perkins, with the exception that it has pure white flowers. Very popular.

EXCELSA. (Red Dorothy Perkins.) Fine crimson scarlet. Flowers are borne in large clusters. Vigorous grower, good healthy foliage; one of the best Climbing Roses.

PRAIRIE QUEEN. Bright, rosy red, large, compact and globular flowers; blooms in clusters; a good strong grower. One of the best.

Climbing Roses

BALTIMORE BELLE. Pale blush, nearly white, very double; flowers in beautiful clusters; a remarkably good white climber.

SEVEN SISTERS. Fine, free bloomer, bright scarlet. One of the best of the old-fashioned sorts. Flowers borne in clusters.

TAUSENDSCHOEN. (Thousand Beauties.) A very profuse bloomer, beginning in June and continuing until the last of July. A lovely shade of soft pink when opening, changing to carmine later. Blooms in clusters and show different shades at the same time, the older blooms of a deep pink shading to the light shell pink of the newest buds, which characteristic gave it its name of Thousand Beauties. A strong and vigorous grower.



1. Prince Camille de Rohan.
2. Magna Charta.
3. Harrison's Yellow.

4. Mad. Plantier.
5. Gen. Jacqueminot.
6. Pink Killarney.

Moss Roses

CRESTED MOSS. The deep pink buds are surrounded with a mossy fringe. Fragrant. One of the best.

RED MOSS. Dark red; very large and full. Free in production of bloom; finely mossed.

Hybrid Perpetual Roses

GENERAL JACQUEMINOT.

This might be called the rose for the millions, for it is still a universal favorite. Of a bright carmine scarlet, exceedingly rich and velvety.

MADAME PLANTIER.

This is by far the best hardy white rose grown, although it blooms but once a year and that in June. We have at our Nursery a Madame Plantier rose bush that is over 30 years old and still blooming profusely each season. It is one of the best for cemetery and landscape planting, having large clusters of beautiful, good sized creamy white flowers.

PRINCE CAMILLE DE ROHAN.

Very dark, velvety crimson; large, moderately full, handsome. One of the very best dark roses.

PAUL NEYRON.

Deep rose color; good foliage; by far the largest variety in cultivation; one of the best.

MAGNA CHARTA.

A very beautiful rose, especially admired for its color, which is a handsome bright pink with splashes of carmine. Large and vigorous grower.

FRAU KARL DRUSCHKI.

A new white rose of great beauty. Flowers are large, of perfect form and snow white in color. Free and perpetual bloomer, and a vigorous grower.

HARRISON YELLOW.

Not a true Hybrid Perpetual, but often classed with them. One of the hardiest, easy to grow, and its bright yellow flowers are invaluable for informal bouquets. Blooms early; excellent for hedge planting.

Hybrid Tea Roses

LA FRANCE. A Hybrid Tea Monthly Rose, blooming almost constantly during the summer. Its delicate colorings cannot be surpassed—a delicate silvery rose changing to silvery pink, and with its deliciously sweet fragrance, ranks among the foremost of all roses. Buds and flowers are of a beautiful form, and since its introduction, the popularity of the La France rose has been supreme. To safeguard its being winter-killed, the La France should be taken up in late fall and potted, then placed in the cellar until the ground opens up again in the spring. This should be done with all Hybrid Teas.

DUCHESS OF ALBANY. (Red La France.) Very similar to the La France, but with deeper rose colorings. The flowers are of exquisite form, very double, and exceedingly sweet. Beautiful deep rose shadings.

PINK KILLARNEY. Very popular for cut flowers, with their beautiful long and pointed buds of brilliant pink. Remarkable for its wealth of bloom and extreme fragrance. One of the most exquisite roses in existence.

GRUSS AN TEPLITZ. A brilliant crimson rose changing to a fiery red. One of the freest bloomers of them all, and hardy. Every rose lover should have one in his garden.

Peonies

A noble flower and hardy as the oak. Its vigorous habit and healthy growth, free from all diseases and insects, are important arguments in favor of its cultivation. The foliage is rich and glossy and of a beautiful deep green color, thus rendering the plants very ornamental even when out of flower.

The old-fashioned common "pineys" in our grandmother's garden can still be furnished in the common red, white, and pink colors, but these have been eclipsed by the wonderfully improved sorts introduced in recent years. They are the "Queen of the Spring Flowers," valuable for planting in groups, through the perennials or for shrubbery borders. No other flower is so well adapted for large, showy bouquets; their brilliant colors will make a dark corner bright and a gloomy heart happy.

The requirements of peonies are so simple, a good rich soil, an open, sunny position, and a liberal supply of water during their growing season being sufficient to give an abundant wealth of flowers. They are well adapted to the climate of our most northern states. They grow well in almost any soil, although the flowers will be finer and the colors brighter if planted in a deep, rich loam.

Don't be disappointed if the blooms the first year after planting are not up to expectations. Many of the finest double varieties will bloom single or semi-double the first year and will not always attain full perfection until the third year after transplanting.

New and select varieties which we especially recommend:

AGIDA. Bright red, gay and showy; very free flowering. Mid-season.

BARON JAS. DE ROTHSCHILD. Pale lilac rose with cream white collar petals. Mid-season.

BOULE DE NEIGE. White with sulphur center, inner petals margined with carmine. Dainty and beautiful. Mid-season.

DUCHESSE DE NEMOURS. Beautiful sulphur white blooms, fading to pure white, beautiful in bud and a good cut flower sort. Early.

DUCHESSE D'ORLEANS. Deep showy pink, with violet tints on center petals. Mid-season to late.

FULGIDA. Bright magenta red. Very free bloomer, semi-double. Fine for landscape effects. Rather late.

GLORY OF BOSKOOP.

Pure white. Mid-season.

INSIGNIS. Light pink. Mid-season.

LA MARTINE. Soft lilac rose or shell pink, with darker center, outer petals fading to white. Fragrant; free bloomer; mid-season. A beautiful sort.

TRIOMPHE DU NORD. Very large, medium, compact, bomb type. Color of this excellent variety is light solferino red with silvery reflex. Very fragrant.

L'ECLATANTE. Dazzling crimson. Strong growing; mid-season. A very fine sort.

LOUIS VAN HOUTTE. Bright red, semi-double. Free bloomer, on strong, upright stems. Late.

MARIE LEMOINE. Large, silvery white, on strong stems of medium height. Very late. A fine variety.

Mlle. LEONIE CALOT. Medium size; clear soft salmon flesh, with occasional carmine on top of petals. Very sweet. Late.

QUEEN VICTORIA. Large, compact bloom, with broad outer petals; opens blush white, shading to pure white. Center petals marked red. Medium early; a fine cut flower sort.

ROSEA ELEGANS. Fine soft pink. Mid-season.

RUBRA TRIOMPHANS. Large, semi-double, dark purplish crimson; petals large, very sweet. Strong, healthy grower. Early mid-season.

FESTIVA MAXIMA. Enormous, very full shell-formed. Bloom is often seven to eight inches in diameter on strong $3\frac{1}{2}$ feet stems; color snow white, shading to delicate creamy white at base of petals, with an occasional clear purple on edges of center petals; very fragrant. Undoubtedly the finest early white peony in existence.

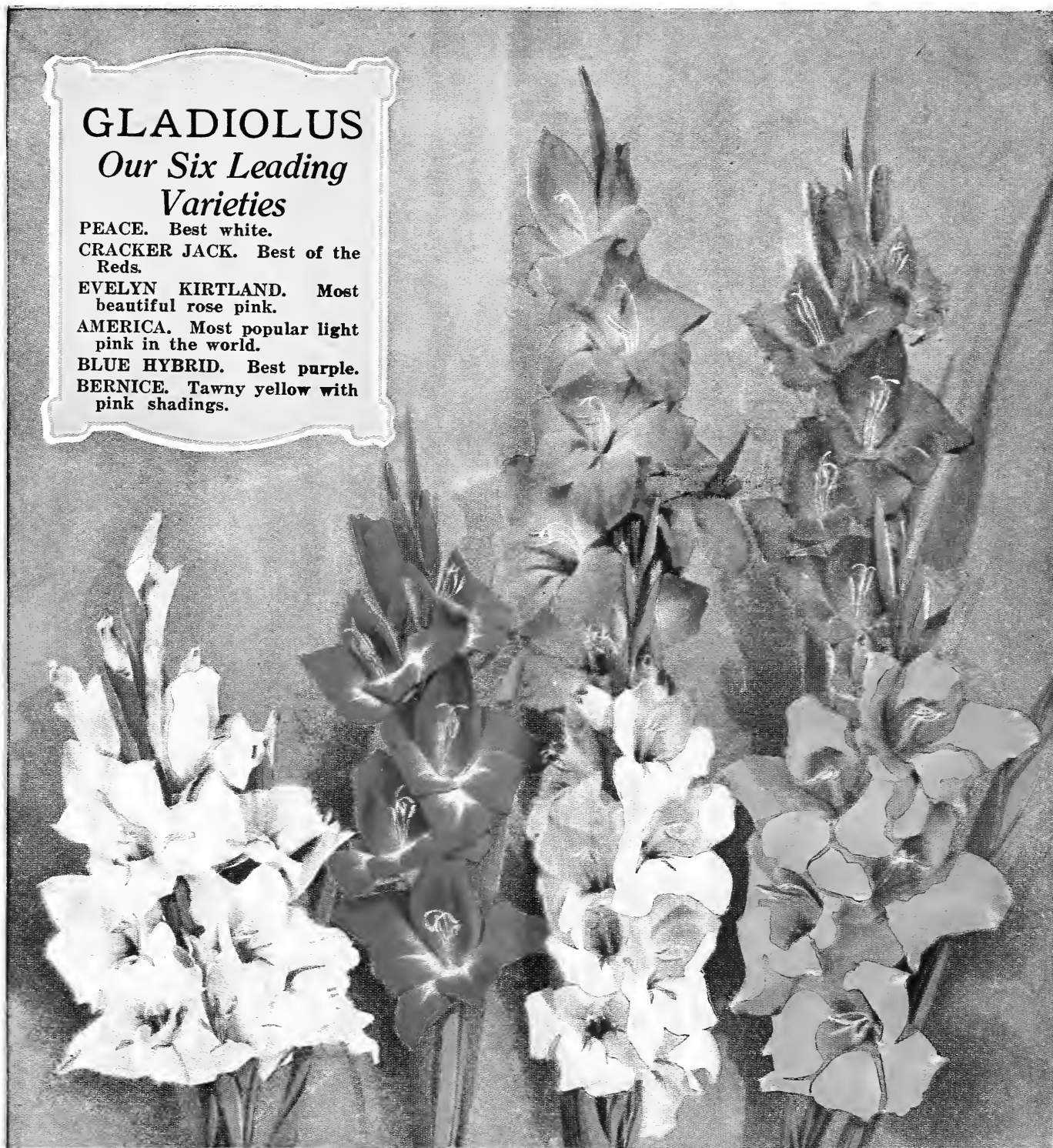


Duchesse d'Orleans, pink; Festiva Maxima, white; Louis Van Houtte, red.

GLADIOLUS

Our Six Leading Varieties

PEACE. Best white.
CRACKER JACK. Best of the Reds.
EVELYN KIRTLAND. Most beautiful rose pink.
AMERICA. Most popular light pink in the world.
BLUE HYBRID. Best purple.
BERNICE. Tawny yellow with pink shadings.



Gladioli are universally known and loved for their magnificent flowers, which are of the richest colors—some delicate and softly shaded, others of the brightest hues. Flowers are borne in a long cluster on a tall, stately stem, with a sharp-pointed shiny green leaf that harmonizes beautifully with its general form and tone. There is nothing richer or more companionable than a bowl filled with these wonderful flowers.

To obtain a succession of bloom, they should be planted every two weeks, from the first of April to the beginning of June. They will then produce a succession of bloom from July until November. Plant in good, dry, sandy loam. Dig the row or bed from eight to ten inches deep, then rake it thoroughly before planting your bulbs; if stable dressing is used it should be spaded in when the bed is first dug over. Hen dressing can be used, giving first-class results, if applied properly, but it must be put in at the bottom of drill or bed, then covered with fully an inch of soil before the bulbs are planted. The bulbs after being planted should then be covered from four to six inches deep; just as soon as they show their heads through the ground they should be cultivated. If this is continued once a week, till they commence to flower, one will be sure of first-class results.

In autumn, when the leaves turn yellow, the bulb is sufficiently ripe to take up. After taking up, they should be sun-dried for a day or two, then put in a dry cellar and kept from frost.

FRILLED PINK. Light pink with yellow and white markings.

PRESIDENT TAFT. A large, robust growing pink.

MEADOWVALE. One of the purest white grounds. A touch of vivid crimson in the throat, delicate line in three lower petals.

NO. 112. Yellow with long red blotch.

NO. 121. Large salmon cream, with maroon blotch.

CHICAGO WHITE. Tall spike and medium good size flower. Many think this is the coming white for florists. Certainly fine.

INDEPENDENCE. The best light red in the market under name. Strong, upright grower, clean foliage, large cherry flower of perfect shape, marked with white and maroon in throat, and on good spike. Fine by artificial light.

MRS. FRANCIS KING. Long spike of immense flowers, light scarlet, shaded salmon. Spike often branched. Most popular scarlet.



Hardy Herbaceous Perennials

These can be used to best advantage in groups and beds on the lawn, as borders for drives, walks, or in front of shrubbery and in the garden. Some of the taller growing sorts may be planted in among the shrubbery, with good effect. Most of the perennials can be planted in the spring or fall. Soil should be kept well fertilized. A light covering of coarse, strawy manure or something that will not pack is beneficial in winter.

Iris

The "Fleur de Lis" of France, and well-beloved favorite in every old-time garden. Although capable of establishment in every kind of soil, they attain greater perfection of growth and flowering in a damp or marshy situation. The delicacy of tinting in their flowers makes their spring advent a source of keenest pleasure. Best of all, they are sweetly fragrant. No garden is complete without a good selection of these lovely flowers, used either in mass planting or with shrubs.

The Iris that we can furnish are the best mixed varieties, or should you prefer your own selection we can give you a list of our wonderful named varieties.

Phlox

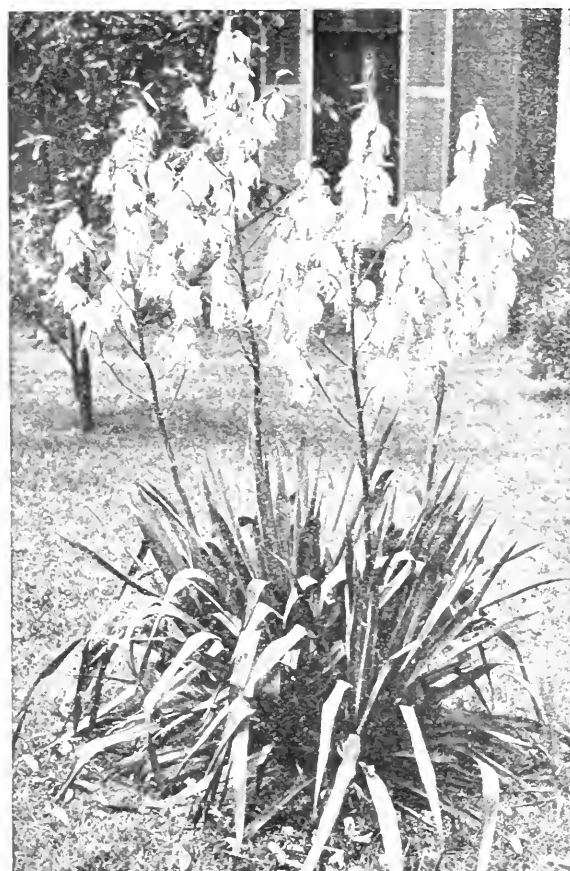
The gay and saucy flower of our grandmothers' gardens. So well known and popular that they need no description. They are very hardy, will grow in any kind of soil, and their bright, showy blossoms will brighten up the dullest spot. They may be planted in either fall or spring, but should be taken up and transplanted every three or four years. We can furnish them in the finest mixed sorts.

Golden Glow

One of the finest of all perennials; strong, vigorous grower, producing beautiful double golden yellow flowers in greatest profusion.

Yucca

Among hardy ornamental foliage and flowering plants, this can be classed at the head of the list. Its broad, sword-like foliage and tall-branched spikes of large, fragrant, drooping, creamy white flowers make it an effective plant for all positions; 5 to 6 feet high, when fully grown.



Yucca.



Hardy Shade and Ornamental Trees

There is a growing tendency among the people to make home beautiful, and the judicious use of shade and ornamental trees goes a long way toward attaining this. The up-to-date farmer, as well as the owner of city and suburban property, realizes that a well-kept lawn, nice shade trees and good windbreaks add not only to the beauty of the place, but to the cash value as well.

In planting, one should have some definite object in view. It is not advisable to plant hit or miss whatever happens to be handiest or perhaps cheapest. Rather make a careful selection of the trees that will group well together, and give a pleasant view to the landscape. If you do not know just how to do this, send us a sketch of your place, and about how much you wish to expend. We may be able to help you in this matter.

European Mountain Ash

A very pretty tree with abundant clusters of large orange berries in autumn. It is known and highly esteemed as one of the most beautiful trees that grow. A vigorous grower, and will add much to the beauty of your home.



Carolina Poplar.

Carolina Poplar

Takes front rank among the best of poplars; it is one of the most rapid growers among shade trees. Its branches spread just enough to give it a symmetrical appearance. It has advantages over other shade trees because it will grow on any kind of soil, swampy or muck, light or heavy. Its roots penetrate the hardest soil, it withstands all hardships and thrives in places where others fail to live. It is easily started and gives shade in a short time after planting. Its leaves are large and stay green till quite late in the fall.

Soft Maple

Commonly called Silver Maple on account of their attractive green leaves with silvery white facing. Trees are rounded in form, graceful in growth, and will make a beautiful tree when properly pruned. Very rapid growing tree and attains great height. Our Soft Maple in the nursery are beauties, well-shaped and have splendid roots.

Catalpa Speciosa

The most valuable tree known when planted for commercial purposes. A thick, rough-barked tree of soft, white wood. The wood is extensively used for fence posts, railroad ties and telegraph poles. The value of the plantations of this wood in Kansas is estimated by the United States Department of Forestry to be from \$300 to \$400 per acre. We have an extra fine lot of these trees suitable for shade trees, parks, etc. They are beauties in every sense of the word.

Earl Ferris Nursery Co.,
Hampton, Iowa.

Elgin, Oregon.
August 21, 1921.

Dear Sirs:—I take pleasure in writing you about the 100 Poplars I got of you last spring. They have made a record growth this summer. The trees and packing was the best I ever saw sent out by any Nursery in the United States. Let me pay high compliments to the one who did the packing—an expert, the best I ever saw. I take great pleasure in commending the Ferris Nursery as the Best of All.

Again thanking you, I am

MRS. L. C. MEAD.

Catalpa Bungei - Umbrella Catalpa

A very striking tree for formal planting. The low spreading head is about six feet from the ground, flat and rather roof-shaped, leaves large and dense, and deep green in color. One or two of these Catalpa Bungei, planted as specimens in front of the home give that formal touch that can be attained in no other way. They require no trimming, and are very hardy. (See cut page 35.)

Basswood - American Linden

This is one of our strong-growing native trees, and one of the most desirable trees we have for shade purposes. It grows rapidly to immense size and forms a round, compact top; this, with its broad green leaves, makes a dense shade.

Black Walnut

This species is a common and stately forest tree in the Middle and Western States; grows from forty to sixty feet high, has an open, spreading head, and is rapid in growth; produces large crops of nuts with rough, hard shell, containing rich, oily kernels of fine flavor. It is hardy, and succeeds best on a rich, deep, moist soil. Odd corners on the farm may be utilized to advantage by planting nut trees, which are a source of both pleasure and profit to the owner.

Hard Maple - Sugar

Upright, round top, more dense than any other Maple; foliage turns to yellow and bright red in autumn. For grace of form, beauty of foliage and grateful shade no tree can excel it. It is also very profitable commercially in the maple sugar production to those who plant it in quantity.

Norway Maple

Of spreading, rounded form; foliage large, dark green—a rich and majestic shade tree. It is a rapid growing tree and thrives along city streets where others are often killed out by smoke, drouth, etc.

Elm

The noble, spreading, drooping tree of our woods. One of the grandest park or shade trees. A magnificent, stately tree, easily distinguished by its wide, weeping top and pendulous branchlets. One of the most noble and graceful trees where a tall, spreading tree is desired. For seedlings, see Forest Tree Seedlings.



Elm.



Hard or Sugar Maple.

Hackberry

One of our very best native shade trees, resembling the Elm, but with rougher bark, long pointed leaves, and rather pyramidal in growth. It is very hardy, grows rapidly—deserving of more attention around our beautiful homes.

Pin Oak - Quercus Palustris

This majestic type of the oaks is the easiest to transplant, adapting itself to the different soils and local conditions better than other varieties, and is also the fastest growing Oak. It has the deep green, waxed leaf, characteristic of the Oak, artistically chiselled, turning in the Fall to a beautiful scarlet. Plant them for yourself and the future generations, as the Oaks are becoming scarce.

Green Ash - Fraxinus Viridis

A very good, rapid growing shade tree. Foliage is extremely verdant, turning to yellows and browns in the fall. Valuable commercially for its medium hard wood.

Weeping Trees

Cut-Leaved Weeping Birch

Beyond question one of the most popular and elegant of all weeping trees. Its tall, slender, yet vigorous growth, graceful, drooping habit, silvery white bark, and delicately cut foliage present a combination of attractive characteristics rarely met with in a single tree. It is Nature's supreme touch of delicate gracefulness. Easily transplanted, and will thrive well in any soil and climate.

Wisconsin Weeping Willow

A beautiful tree with straggling, weeping branches. Makes a fine tree for the lawn or background, and grows very rapidly.

Forest Tree Seedlings

We have only a limited quantity of Forest Tree Seedlings this season—you will find them scarce everywhere. We would advise you to order early and be sure of getting your wants filled. Our seedlings are a fine lot, well-rooted, one-year-old, just the right size for good results. Choice of Catalpa, Elm, Mulberry, and Soft Maple.

Western Yellow Willow

For windbreaks. We consider this willow by far the best for Western planters. Have a fine lot of one-year, average about two feet high.

Hardy Climbing Vines

Ornamentals of this class are so hardy and beautiful that they deserve greater attention than they receive. No artist can produce pictures equal to the wealth of beauty displayed by the elegant Wistaria, the graceful Honeysuckle, or the charming and magnificent Clematis when in the glory of full bloom, and there is nothing in art that will in any way compare with the gorgeous hues of the Ampelopsis after it assumes its brilliant autumn tints.

Nothing lends such a pleasing effect to wall or veranda as the judicious use of vines. The hardy vine is best adapted for covering an unsightly wall or for furnishing shade and ornament to verandas. With the advent of spring the tendrils are given new life, and as the season advances they soon become a glorious veil of vernal verdure. Hardy vines practically take care of themselves after once established, and are much more desirable and less trouble than annual or tender varieties. Without climbing vines many beautiful homes would present a sad and unprotected picture during our hot summers.

Ampelopsis Veitchii - Boston Ivy

Leaves small and ivy-like in form. By overlapping each other they form a dense sheet of green. The plant requires a little protection the first winter until it is established. Foliage has brilliant orange and red coloring in autumn. Best for clinging to a smooth brick wall.

American Ivy - Virginia Creeper

A very rapid growing vine covered with large, heavy leaves, affording shade; of great beauty when changing to scarlet in autumn. The best climber to grow over porches, rocks or tree stumps. One of the most hardy.



Clematis Jackmanii.



Ampelopsis Engelmanni.

Ampelopsis Engelmanni - Engelman's Ivy

A rapid growing vine of the Virginia Creeper family, but having characteristics of its own. Leaves are smaller and many more of them than those of the Creeper. Foliage of a deep green which changes to a beautiful scarlet in the fall. This vine will cling to rough brick, pebble-dash or stone, and is very good for breaking the monotony of a bare brick building. The hardiest of all vines. The above picture shows Ampelopsis Engelmanni growing on the home of Ross Rogers, Clear Lake, Iowa, and is much admired by all Clear Lake visitors.

Honeysuckle Vine - Trumpet Vine

Splendid climber, vigorous, hardy, with clusters of large, trumpet-shaped scarlet flowers in August.

Chinese Wistaria

One of the most rapid growing of all the climbing vines. It grows from 15 to 20 feet in a season. Has long, pendulous clusters of pale blue flowers in May or June, and sometimes in Autumn.

Bittersweet

A charming native climber, with bright glossy foliage, and especially admired for its gay and artistic orange berries which are borne in long clusters. Sprays of these bright fruits can be broken or cut off and used in charming winter bouquets or other indoor decorations, and will last for a long time.

Clematis

Of all the vines used for either shade or decoration, none can compare with the Clematis in its many and varied forms. As a climber for the veranda, a screen for fences, for pillars along garden walks, for training on walls or arbors, in masses on rock work, it has no rival among strong growing blossoming plants. Their delight is in rich soil and a sunny situation, and they are perfectly hardy. They should be well mulched with rotten manure in winter. The different varieties and species of Clematis now in cultivation are of the highest beauty and utility.

ANDRE. Flowers large, of a beautiful, bright velvety red; very free flowering and continuous bloomer.

HENRYII. Fine bloomer, flowers large, of a beautiful creamy white, consisting generally of from six to eight petals. June to October.

JACKMANII. A very profuse blooming variety with flowers from four to six inches in diameter, of an intense violet purple color, borne in continuous masses on the summer shoots. The very best sort for general planting.

PANICULATA. A great novelty. One of the most desirable, useful and beautiful of hardy garden vines; a luxuriant grower, profuse bloomer with fine foliage. Flowers white, of medium size, very pretty and fragrant, produced in the greatest profusion in late summer.

Hedges

A living fence—one made of plants, attractive with their green leaves, formal trained or arched branches, colored foliage or bright berries is surely more pleasing than the still, rigid, mechanical effect obtained by the similar use of wood or metal. A beautiful hedge adds the delicate touch of privacy to a home that is hard to establish in any other way.

A lawn hedge is permanent—once planted, only occasional pruning or shearing is required. It is better practice in pruning to round the top than to shear perfectly flat at top, as this gives the bottom and side branches an opportunity to reach the sunlight and air necessary for full development of the hedge at its base and near the ground line.

There is nothing quite so effective for the boundaries of a lot, roadway or lawn as a hedge. It grows more beautiful each year, requires little care, and the first cost is its only cost.

If you desire a border or division line, use Thunberg's Barberry, Privet, Honeysuckle, Spirea Van Houttei, or an evergreen hedge and keep it well trimmed.

If you desire your hedge for a screen, high-growing varieties should be used, and for this we recommend Norway Spruce, White Spruce, Red Cedar or Arbor-vitae.

Very small city lots can be made wonderfully attractive;



American Arbor-vitae Hedge.

large lawns get their setting and division, farms their fences and general neat appearance—all from hedges, which in addition add greatly to the money value of the property.

Deciduous Hedges

Thunberg's Barberry

Guaranteed to be Free from Rust

There has been much said about the rust on the barberry and many people have been prejudiced against the *Berberis Thunbergii* from the fact that the common barberry is subject to rust. We will guarantee that the Barberry Thunbergii is not subject to rust and that it will pass inspection in any State.

A beautiful plant with drooping branches, spoon-shaped leaves, foliage is a brilliant green in summer with branches of a lighter shade. From early autumn until early winter the leaves are of a rich crimson and the branches are loaded with scarlet berries. Even in winter it is very attractive, as the berries stay on and the closely interwoven branches are thickly set with spines and never grow bare. We cannot recommend this hardy Barberry too highly for hedge planting. Barberry should be planted 18 inches apart and should not be trimmed.

Snowball

(For full description, see Ornamental Shrubs.)

A hedge of Snowball bushes is very attractive and perfectly hardy. They should be planted 2½ feet apart.



Thunberg's Barberry.

Privet, Amoor River North (*Ligustrum amurense*)

The hardiest Russian Privet. Light green leaves, upright growth; the only privet for hedge planting in northern latitudes. We find it much superior to any other variety. Is not subject to blight and is by far the best of the privet for hedge planting. When properly sheared will give a very formal effect. They retain their green leaves until late in the fall.

Spirea Van Houttei

(For full description, see Ornamental Shrubs.)

This hardy Spirea makes a beautiful border where a low hedge is desired. It is hardy and easily transplanted. Plant two feet apart.

Tartarian Honeysuckle

The Tartarian Honeysuckle is perfectly hardy and makes a very beautiful hedge. It can be trimmed to any height desired, and also may be used as a screen as it will grow to a height of 12 feet when not trimmed. For full description see Ornamental Shrubs. Can furnish either Pink or White, or part of each, at the same price. We advise planting 18 inches apart.

Evergreen Hedges

American Arbor-vitae

See full description under Evergreens. On account of its beautiful foliage, ease in transplanting and the fact that it bears shearing better than any other variety, we consider it the best evergreen for hedge purposes.

Norway Spruce

The Norway Spruce is a very fast grower, and where a quick hedge or high screen is desired it will prove very satisfactory. It is hardy and will do well on a great variety of soils. One of the most beautiful hedges in the United States is to be found on the Campus of the University of Ohio, entirely of Norway Spruce. We advise the two feet size, and they should be planted either 18 inches or two feet apart.

Red Cedar

See full description under Evergreens. On account of its hardiness, beautiful coloring and foliage, it cannot be recommended too highly for hedges in some sections.



1—10 Spirea Van Houttei

2—3 Snowberry
3 Indian Currant
4 Barberry

3—1 Colorado Blue Spruce
1 Colorado Spruce (green)

4—2 Pink Tartarian Honey-
suckle
1 White Tartarian Honey-
suckle
1 Golden Elder
8—1 Indian Currant
1 Snowberry

5—4 Hydrangea P. G.

6—4 Syringa
4 Golden Elder
3 Snowberry
1 Indian Currant
9—3 Barberry

7—2 Indian Currant
2 Snowberry

10—3 Purple Lilac
1 White Lilac
2 Elm trees (unnumbered)

Agents Ask \$500.00 for a Planting Like the Above. My Price for the Exact Duplicate, Finest Quality Stock, \$48.50

This shrubbery seems just made for this home. We agree with you that the scene is an interesting and charming one, and it has been the addition of these shrubs and trees at a surprisingly low cost that has brought out the real beauty of the place and made it one of the most beautiful homes in the community.

The tall, graceful Spirea Van Houttei are planted around the side and corner of the porch.

In the planting along the foundation of the house, the taller varieties are used in the background. These include Honeysuckle, Golden Elder and Syringa, with the dwarf varieties used rather irregularly in the foreground. They include Snowberry, Barberry and Indian Currant. The shrubs should not be allowed to obstruct the view from the windows and can easily be trimmed back.

The mass planting along the steps takes rather a triangular form, with the two Hydrangea P. G. on each side of the walk used as the apex.

The clump of Lilacs (10) gives a touch of old-fashioned beauty and fragrance. There is an Elm tree planted on each side of the house. They are rather young trees, but it will not take them long to grow into majestic, spreading trees that will give a good deal of comfort during the hot, summer days.

You will want these shrubs and trees for your home—it will bring you and your family greater enjoyment in living, and also to your neighbor and the passerby. We, too, want to help you all we can with your home beautifying efforts, and will make the following special rates on this planting:

The entire list of shrubs and trees given above, in small, one-year grade, but nevertheless strong, well-rooted stock that will take three or four years to make a good showing, we will furnish for.....\$24.00

If you want immediate showing, you may have the entire list of stock in our heavy, three-year shrubs and the large grade trees for\$48.50

FREE

BAILEY'S LANDSCAPE BOOK, WHICH GIVES MANY VALUABLE SUGGESTIONS FOR BEAUTIFYING CITY PROPERTY. WRITE FOR IT IF INTERESTED.



1—2 Golden Elder
2 Pink Tartarian Honey-
suckle
1 White Tartarian Honey-
suckle

2—2 Hydrangea Arborescens
1 Snowberry
3—60 Amoor River North
Privet
4—2 Indian Currant
2 Snowberry

5—3 Spirea Van Houttei
1 Weigela Rosea
2 Golden Elder
6—2 Tree Hydrangea
7—4 Barberry Thunbergii

8—2 Catalpa Bungei
9—1 Hydrangea P. G.
2 Ampelopsis Veitchii
(unnumbered)
1 Elm (unnumbered)

\$50.00 Spent With Ferris Adds \$1,500.00 to The Value of Homes Like This

A Ferris planting of shrubs and trees that brings out the good architectural features of the house, and not only relieves the bareness and monotony of the entire surroundings but provides a beautiful blending of colors in flowers and foliage throughout the entire growing season.

In the shrubbery planting next the porch, the taller growing varieties: Golden Elder, Honeysuckle, Spirea and Weigela, are used in the background with the low border shrubs in the foreground. Should these taller sorts grow up above the porch and obstruct the view in any way, they can easily be trimmed back. The brilliant yellow foliage of the Golden Elder softens the general tone of this mass planting. The low shrubs in the foreground include the Snowberry, Hydrangea Arborescens, Indian Currant, and Barberry.

Free Landscape Service to Our Customers

It may be that the shrubs and trees in the above planting lists will not fit your house and grounds. If this is the case, and you desire assistance in planting your home grounds, send us a rough sketch of your place, drawn on a scale of from 4 to 6 ft. to the inch, and a snapshot of the house, and we will gladly submit to you a complete planting plan with the position of each tree and plant designated on your drawing. State whether you want the larger older trees and shrubs or the smaller grade, and we can make you very attractive estimates.

The two Tree Hydrangea, one on each side of the porch and a little to the front of the mass planting, mean a wealth of bloom all during the fall, while the other shrubs will provide a variety of bloom from early spring till late fall.

The low, well trimmed Privet hedge is exactly suited to this type of home, the corners and entrance emphasized by trimming the plants a little larger. Plants are set 1½ feet apart.

To add a touch of formality to this rather informal setting, there could be nothing better used than the two Catalpa Bungei, one on each side of the walk to the street.

Do not overlook (9), the Bush Hydrangea P. G., and also the Elm tree in the background, one of our grandest shade trees. The two Ampelopsis Veitchii (vines) should be used for the porch pillars as they furnish those fascinating small leaves that cling so tightly to a brick surface and have such brilliant fall colorings.

To our friends who have homes similar to this and are desirous of making them much more beautiful with this landscape planting, we are making the following special, low offers:

The complete planting of shrubs and trees in our one-year grade, strong, well rooted stock, but will take three or four years to make a good showing.....\$25.00

Or, if you desire an immediate showing, we will furnish you with the entire planting in our three-year plants, bushy tops, well-rooted stock, trees in the large size, for\$50.00

Ornamental Shrubs

The planting of ornamental shrubs is very largely on the increase, and this is as it should be, for with a good selection the lawn can always be beautiful. They are mostly of medium size, enabling one to plant a great variety on a small plat, and the most wonderful assortment of foliage from the darkest green and purple to light orange and silver tints. This addition to the great variety in the blossoms, all unite to keep up a never failing interest. We have selected the very best for our climate.

These plants are absolutely hardy, and once planted, last indefinitely, increasing in size and beauty year after year. For cold climate where hardy plants are needed they stand without an equal. Planted in clumps, masses or used for hedges, screens or for filling unsightly corners, they make a glorious show.

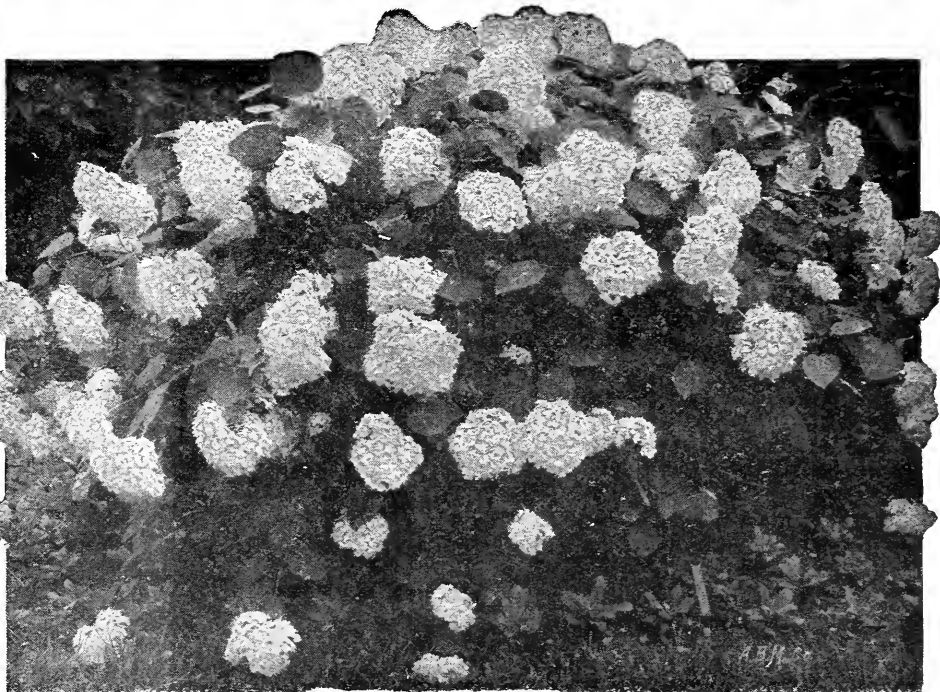
There is no home or farm in the whole country which cannot be improved in appearance and enhanced in value by the planting of appropriate shrubs and plants. The selection of these should be in keeping with the surroundings, and the general symmetrical effect that it is desired to produce, and after due consideration, and not indiscriminately from any stock at hand.

HYDRANGEA PANICULATA GRANDIFLORA. One of the most magnificent shrubs for landscape purposes of them all. Flowers are borne in large globe-shaped panicles, white in color, becoming tinged with a delicate pink at the first frost and last for weeks after opening up. This plant is absolutely hardy, grows in any soil, and blooms the same year they are set out. Very attractive in either beds or masses. (See cut page 37.)

TREE HYDRANGEA P. G. The same as *Hydrangea Paniculata Grandiflora*, but grown on stems three to five feet high. Most attractive and desirable, making a very picturesque specimen shrub for the lawn, and especially beautiful when covered with the immense panicles of bloom.



Snowberry.



Hydrangea Arborescens.

HYDRANGEA ARBORESCENS. A variety of the *Hydrangea* deserving more attention. Immense pure white panicles of bloom, rather flat in shape, open up in June and last until August. Foliage bright green, and very finely finished. This magnificent, hardy shrub should have a place around every American home, and is especially desirable in mass planting.

SPIREA VAN HOUTTEL. (Bridal Wreath.) Graceful, with long, drooping sprays, thickly studded with handsome pure white flowers, hence its popular name of "Bridal Wreath." This is the finest and probably the most beautiful of the *Spireas*. In May and June the arching branches are covered with little white flowers. The foliage is very beautiful, having dark green leaves, incised borders, pale bluish green beneath and persisting until late autumn. *Spirea* has been much used for making wreaths and garlands. The shrub grows to six feet, is hardy and much planted for borders and single specimens. Also especially good for a fancy hedge and screen. This *Spirea* is very prominent in mass plantings, placed usually in the background on account of its height and thickly studded flowers.

SPIREA ANTHONY WATERER. This variety of the *Spirea* is used most effectively in garden or mass planting, its crimson flowers and variegated foliage making a beautiful contrast with other shrubs. Hardy, rather dwarfish in growth, flowers lasting several weeks.

SPIREA BILLARDI. Flowers of this beautiful shrub are a delicate pink and are excellent in border and mass planting. An upright grower, medium in height. Be sure to include a few of this *Spirea* in your border planting.

SYRINGA or MOCK ORANGE. A tall, vigorous and hardy bush. In May it bears profuse white flowers resembling orange blossoms. These shrubs are very valuable for backgrounds, screens, grouping or specimen plants. The beautiful white flowers are fine for cutting, and are also deliciously fragrant. They not only make a grand display at the flowering period, but they continue to please with their attractive foliage. (See cut page 38.)

SYRINGA LEMOINEL. Somewhat similar to the Mock Orange, not quite as tall. Flowers are semi-double and very fragrant. A refined and graceful shrub used commonly in group plantings.

SNOWBERRY, Racemosus. Inconspicuous, rose-colored flowers in June and July, followed by large, clustered, milk white fruits which remain far into winter. The combination of pink flowers and white berries on the same twig is charming. Compact in form, with numerous slender, twiggy branches. Can be used in either small group or in large masses and border plantings. Your landscape effect will be incomplete without a few of these artistic shrubs.

Miss Emily Fleisher, of Hoyt, Kansas, says: "The 500 strawberry plants have just done wonderfully, and the rose bushes are fine—one is ten and one-half feet tall. I am pleased with all of the nursery stock purchased of you."

EARL FERRIS NURSERIES & Hampton, Iowa

EVERGREEN SPECIALISTS

LILAC. The Lilac appears to best advantage when massed in groups, and only a few varieties of but one or two colors. You may make any number of groups of the different colors; they are easily transplanted in either fall or spring. This is one of the best known flowering shrubs and is deserving of its wide popularity. Universally loved for its old associations, pleasing fragrance and delicate coloring. So well known that it needs no description.

Purple. The familiar species of all fine old gardens, with dense panicles of lilac flowers; still most fragrant of any.

White. Pure white, very fragrant flowers.

Persian Purple. A fine old species with slender branches and narrow leaves; it seldom grows more than three to five feet high. Its pale lilac flowers are very fragrant, borne in large, loose panicles. Very graceful.

INDIAN CURRANT, Vulgaris. Similar to the Snowberry except that its fruits are red and that the smaller red berries cluster in thick ropes along the weighted-down stems. The foliage is distinct in its fineness, and with the Snowberry is very valuable for border planting. Rather dwarf in form, growing from 2 to 4 feet high, and should be used in the fore part of mass and border plantings.

JAPANESE HONEYSUCKLE. (Lonicera Morrowii.) A very valuable landscape shrub with its wealth of crimson berries in July and August, lasting for some time. White flowers early in the season. Its growth is upright, reaching a height of from 4 to 6 feet. With its brilliant berries, it is like the finishing stroke of a brush to a canvas.

PINK TARTARIAN HONEYSUCKLE. A very popular honeysuckle, perfectly hardy, an upright bush form, growing to a height of 8 or 10 feet. Here in Northern Iowa it is covered with beautiful pink flowers on Decoration Day, which contrasts beautifully with its bright green foliage, but its chief claim is its wealth of orange and red berries, which literally cover the plant in summer and autumn, making a most glorious show. We have found it adaptable to almost any soil, will grow with little or no care, and for this reason is very desirable for cemeteries and landscape work. Every home should have a clump of Pink and White Tartarian Honeysuckle.

WHITE TARTARIAN HONEYSUCKLE. Description the same as above except that the blossoms are pure white. Like the Pink, it bears great clusters of brilliant red berries in late summer.



Spirea Van Houttei.

GARDEN HONEYSUCKLE. (Lonicera Bella Albida.) A handsome shrub, strong and upright in growth. Its attractive white flowers, in large fragrant clusters, are followed by a great profusion of scarlet berries that last for two months.

FLOWERING ALMOND. Pink and white varieties. These beautiful shrubs are desirable and scarce. Hardy. They are splendid garden subjects, and should have a prominent place in all shrubbery plantings.

FLOWERING CRAB, BECHTEL'S. One of the very best dwarf ornamental trees, and is exceptionally fine for specimen planting. The delicate pink blossoms are borne in great profusion from the middle to the last of May, and from a distance look like small roses. Delightfully fragrant. Hardy.

SNOWBALL, COMMON. (Viburnum Opulus Sterile.) One of our best known shrubs, hardly needing a description. It is very hardy, with handsome, showy flowers that appear in numerous compact balls in the spring. Long used for cemetery planting, and as specimen plants in the home garden, the Snowball has few rivals. Also very effective in mass plantings.

ENGLISH WAYFARING TREE. (Viburnum Lantana.) You will find this a very beautiful and hardy shrub for your landscape work. Not as well known as the Snowball, but deserving more attention. Its large, downy leaves and broad, flat clusters of white flowers seem to fit into the landscape as if made expressly for that purpose. Adapted to almost any soil.

WEIGELA ROSEA. An elegant shrub, with fine, rose-colored flowers, introduced from China by Mr. Fortune, and considered one of the finest plants he has discovered. Has numerous spreading branches. Leaves are dark green, smooth except on the midrib and veins. The flowers are large, showy, and produced in great panicles. Erect, compact growth. Blossoms in June.



Hydrangea Paniculata Grandiflora.

EARL FERRIS NURSERIES • Hampton, Iowa

EVERGREEN SPECIALISTS

ROSA RUGOSA. A Japanese rose shrub, invaluable in the border plantings. Very hardy, growing from 3 to 4 feet in height, and are very striking with their fine foliage, brilliant flowers, and later their ornamental fruit. Bloom is very lasting, and comes at a time when few shrubs are flowering.

FORSYTHIA, Golden Bell. Planters watch for their first golden yellow blossoms the same as we do for the first robin. These beautiful bell-shaped flowers are borne in great profusion the earliest of any in the spring, and make a striking contrast on the bare landscape. Foliage is a bright green, turning to a dull bronze shade in the fall months.

TAMARISK. (*Tamarix gallica*.) Distinctive and attractive in its delicate feathery foliage and light pink flowers borne in loose sprays.

ACER GINNALI. A dwarf shrubby tree with beautiful leaves, finely cut, noted particularly for their magnificent fall coloring. Can be used to advantage as a specimen, or when planted with other shrubs makes a wonderful contrast in the fall with the scarlet leaves. Every planting should have one or more of them.

GOLDEN ELDER. A rapid growing shrub, easily gaining a height of from 10 to 12 feet when untrimmed. Foliage has a golden yellow tinge that makes a rich contrast when planted with other shrubs in borders or groups. This bush blooms with large, white, flat-shaped heads, the red purplish berries coming in late summer.

SIBERIAN PEA TREE. Dwarf tree in form, with bright green bark and attractive foliage, bearing a profusion of bright yellow, pea-shaped flowers in May.

RED BRANCHED DOGWOOD. Shrubbery borders now-a-days are scarcely complete without a generous use of these showy plants. Will grow to a great height and in tangled masses when untrimmed. The bush is a contrast in itself with its yellowish white flowers, bright red stems, and cream white fruit. Foliage assume soft autumn hues.



Syringa or Mock Orange—Philadelphus.

CORNELIAN CHERRY. A dwarf tree of the Dogwood family, used extensively in the tall border plantings. It is very attractive in early spring with its great profusion of small yellow flowers that are borne in clusters, and makes a brilliant contrast in the fall with its scarlet berries.

DWARF DEUTZIA. A semi-hardy, low growing plant, very graceful and refined looking with its pure white flowers borne in small racemes.

JUDAS TREE or RED BUD. You will doubly increase the beauty of your border planting or group planting if you plant a few of these lovely dwarf trees. They are rather round in habit, and very early in the spring are entirely covered with a mass of rose-colored blossoms before the leaves appear.

HIGH BUSH CRANBERRY. A sturdy, vigorous bush, with soft white flowers that resemble the Snowball very much. This ornamental shrub is very beautiful in the fall of the year when it is loaded with clusters of orange red berries that are retained until late in the winter.

SUMAC, Staghorn. A native shrub deserving of much wider planting. Foliage is deep lustrous green in the summer followed by brilliant fall colorings of scarlet and orange. Grows to great height, and on this account should be used largely in the background of mass plantings.

SUMAC, Fragrant. A dwarf growing shrub with beautiful foliage that has a delightful fragrance. Good in foreground of mass plantings.



White Tartarian Honeysuckle.

Have you lots along a lake or in a new addition that you wish to improve with shade tree and shrub planting? To plantings of this kind we give special attention and advice, as the soil and growing conditions along a lake are not adaptable to all varieties of trees and plants. Below we are giving you the results of one of these plantings, as the planter himself has given them to us. Upon our advice Mr. Chalstrom planted the Carolina Poplar and Elm on his lots. Improvements of this kind are very profitable to the owner. His letter reads:

Mr. Earl Ferris, Hampton, Iowa.

Spirit Lake, Iowa, October 12, 1921.

Dear Sir:—I assure you that the trees I purchased of you last spring were O. K. I planted over 500 out, and of these 1 died. (This customer put out 250 Elm, 8 to 10 feet high, and 262 Carolina Poplar 8 to 10 feet high.) I think this is good for the season we had this year.

The poplars which were planted on lower ground have grown five feet; the Elms about 2½ to 3 feet.

The man joining me on the east is planning on opening up a beach and if he does will need about 500 to 700 trees. I will recommend him to you for trees. I think my trees ought to strike him right.

Yours sincerely,

O. F. CHALSTROM.

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UNITED STATES POST OFFICE.

Hampton, Iowa.
January 10, 1922

To Whom It May Concern:

I wish to recommend the Earl Ferris Nursery of this city as one of the best and most reliable nurseries in the country. I am personally acquainted with Earl Ferris, the proprietor, and know him to be personally honorable and financially responsible.

To show that he stands in high regard with his fellowmen, I have only to refer to the facts that he is the largest stockholder and a director in the Hampton Savings Bank, vice-president of the Bradford Savings Bank, for three years the president of the Northeast Iowa Horticultural Society, a director of the Iowa State Horticultural Society, president of the Iowa State Nurserymen's Association for five years, for the last three years general manager of the big Mid-West Fruit Show, and a director on the State Fair Board of Iowa, having the Department of Horticulture under his supervision.

Mr. Ferris never fails to give absolutely fair treatment and prompt service, and I know these statements to be facts by personal dealings and observations.

WALTER B. LUKE, postmaster.





O. E. KENTON, PRESIDENT

G. A. NATHAN, VICE-PRESIDENT

P. W. CRANFORD, CASHIER



CHAPIN SAVINGS BANK

CAPITAL AND SURPLUS \$20,000.00

CHAPIN, IOWA

Jan. 10, 1922.

To Whom It May Concern:

Mr. Earl Ferris, who is a stockholder in our bank is financially reliable and we believe that ninety per cent of the patrons of this bank are satisfied customers of his nursery.

In the territory tributary to this bank there are hundreds of evergreen windbreaks all of which came from his nursery.

P. W. Cranford
President.

C. F. GEORGE, PRESIDENT
C. D. WILLIAMS, VICE-PRESIDENT

H. W. HAASE, CASHIER
C. D. WILLIAMS, VICE-PRESIDENT

HAMPTON SAVINGS BANK

CAPITAL \$20,000

FARM LOANS A SPECIALTY

HAMPTON, IOWA

Jan. 18, 1922.

To Whom It May Concern:-

We have personal knowledge of the Earl Ferris Nursery Company and can recommend it to anyone wanting first-class nursery stock at reasonable prices. The Company's rule of selling direct to the consumer, instead of through jobbers or middlemen, is making it many friends.

This nursery was started fifty-one years ago by S. W. Ferris, whose reputation as a nurseryman and whose honesty and integrity was the very highest. His son, Earl Ferris, present proprietor of the business, has spent his entire life thus far in acquiring expert knowledge in his line and today enjoys a patronage that extends from ocean to ocean.

Mr. Earl Ferris stands very high in this community both morally and financially. He is one of our foremost citizens, and we consider his big nursery one of Iowa's biggest enterprises.

Mr. Ferris is the largest stockholder in this bank and one of our Directors. His word is as good as his bond. He is possessed of many acres of Franklin County real estate, also considerable personal property, such as stocks, bonds and other securities. He is abundantly able financially to carry out any contract or promises that he may make.

Very sincerely

H. W. Haase
Cashier

BRADFORD SAVINGS BANK

CAPITAL AND SURPLUS \$25,000

T. W. PURCELL, PRESIDENT

W. L. LUKE, CASHIER

EARL FERRIS, VICE-PRESIDENT

BRADFORD, IOWA

Feb. 1, 1922.

To Whom It May Concern:

The Earl Ferris Nursery Company is one of the oldest and most highly esteemed institutions in Northern Iowa. It first became famous many years ago through its founder, Mr. S. W. Ferris, who established the business fifty-one years ago. Mr. Earl Ferris, a son and present proprietor of the business, is known far and wide as the "Evergreen Specialist."

This bank, of which Mr. Earl Ferris is Vice-President, is glad to recommend both the man and the nursery. We sincerely believe you can rely upon every word either printed or spoken that comes from the Ferris Nursery Company. Its business, gained through the practice of fair and honest principles and expert knowledge of nursery stock, is world wide and the orders it ships out each season taxes the capacity of the express companies on three railroads.

Mr. Ferris is responsible financially and can and will make good every promise made to the public.

Yours very truly,

W. L. Luke
Cashier.

WILLIAM

G. W. CLOCK, PRESIDENT

F. L. SIBERTS, VICE-PRESIDENT

W. H. THOMPSON, CASHIER

FARMERS STATE BANK

CAPITAL, \$25,000

DIRECTORS
G. W. CLOCK, E. A. NICKS, F. L. SIBERTS, G. W. HELD,
LEONARD CLARSON, JOHN LEWIS, J. W. CLOCK,
W. H. THOMPSON, J. C. FORD

To Whom It May Concern:-

GENEVA, IOWA Feb. 5, 1922.

To those who may contemplate dealing with the Earl Ferris Nursery Company I can think of nothing more convincing to say than that practically all the Evergreen Windbreaks and orchards of this vicinity, and some of them are fully forty years old, came from the Ferris Nursery.

Personally, I was raised back of a Ferris windbreak as my father has purchased trees from the Ferris Nursery for a good many years.

No man will be misled by taking the word of the Ferris Company in buying nursery stock, and we don't believe that any man can buy better nursery stock at any price than that grown by the Ferris Nursery, and mighty little at as low a price as he can, of the Ferris Nursery Company. We know that its patronage extends all over America and that it is increasing every year. Mr. Earl Ferris, proprietor of the Earl Ferris Nursery Company, is abundantly able financially to carry out any promises he may make.

Very sincerely,

W. H. Thompson
Cashier